

# SPOTLIGHT

MARCH 2023



# AO

2022 Organization of the Year

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# CONSISTENT GREATNESS



## Steve Greer

Chief Executive Officer  
American Income Life &  
National Income Life Divisions

*The more work you put in, and the more you constantly and consistently give good performances against good opponents and constantly exceed people's expectations, the more you really endear yourself to the crowd. That's how your career takes off – it's just consistency and time. — Sami Zayn*

In this issue of *Spotlight*, we recognize our 2022 Organization of the Year, AO. This distinction was previously known as SGA of the Year but after years of requests from the SGAs themselves, we've changed the name to more accurately reflect the role the entire team plays in achieving this status. We were glad to oblige!

This is not the first time Rick, Rob, and James have found themselves in the winner's circle and it's reasonable to wonder how they do it. There's no denying the punch an organization

of that size packs but there's more to it than that, and it can be summed up in one word: consistency. And the reason is simple: consistency leads to momentum. The more consistently you do something, the easier it becomes, and the more momentum you build. Eventually, what was once a struggle becomes a habitual practice that is hard to break ... and hard to beat. That's why consistency is so important – it is key to creating lasting success.

What AO is able to accomplish is no accident, of course; it's by design following years of developing their systems and processes, analyzing results, and adapting accordingly. They have carefully honed their processes and trained their people from the top down to trust and follow the systems and train those under their leadership to do the same. The result is one highly oiled, powerful, effective machine. Every business operates like a machine, and whether it works efficiently or not depends on the stability and smooth function of every one of its parts. This is where AO excels.

Part of AO's consistency is linked to the development and protection of their brand. Within Globe Life and

AIL-NILICO, each SGA office has its own brand which distinguishes it from the rest. Strong leadership driving a vibrant culture is what AO is best known for. It's why people want to work there and why other leaders want to implement their practices in their own organizations.

AO leadership is well-known for its willingness to mentor anyone who asks for help in achieving their goals. I refer you back to the February issue of *Spotlight* and the comments made by 2022 Veteran Individual Producer Daniel Paravisini and 2022 Rookie Marshall Fernandez, both of whom wrote more than \$1 million last year and received personal coaching from Rick, Rob, James, as well as their MGAs and RGAs. Their open-door, no-appointment-needed policy has helped develop a large number of high-performing, loyal producers who pay that mentorship forward.

Congratulations to Rick, Rob, James, and the entire AO organization for this well-deserved win. The excellence you consistently achieve is a win for us all. Thank you for inspiring greatness and being the tide that raises all ships. 🚢

## SPOTLIGHT

ARC.AILife.com/Spotlight.aspx  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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## NEWS

## MARCH 2023

VOL. 56 NO. 3

### SGA Career Track

#### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



### Required Retention Rate

Effective Jan. 1, 2023, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **75.0%**  
Net to Gross: **80%**

### Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 4/21 before 2:00pm Central**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 4/26**. eApp business excluded from the 7 day hold should be uploaded by **Friday 4/28 before 4:30pm Central** to count for **April** production.

eApp cutoff has been extended to 3:30pm Central every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00pm Central cutoff time.

**\$6,623,605**

in total **BONUSES** were paid out this month by **AIL and NILICO**. For more information on the monthly bonuses, turn to **Pages 44-51**.

**\$8,970,227**

in total January **RENEWALS** were paid out in February to **5,840 total agents**.

**SPOTLIGHT DIGITAL**  
is now on the web!  
**Spotlight.AILAgents.com**  
Username: **AIL** | Password: **gamespeed23!**  
See your SGA or manager if you need assistance.

**\* Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2024 Awards Presentation are: the Top SGA per category for Categories I-XIV will be recognized on highest percentage of Net ALP Growth. The top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2024 Convention Qualifications online at [ARC.AILife.com](http://ARC.AILife.com) or [ARC.NILife.com](http://ARC.NILife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to Waikiki Beach in Honolulu, Hawaii. The convention will be held May 1-4, 2024.



**LOOK FOR ME!**

# ANNIVERSARIES

## 33 YEARS OF SERVICE

Brenda Di Somma, PR

## 32 YEARS OF SERVICE

Roger Fung, MGA

Kelly McDonald, AGT

## 27 YEARS OF SERVICE

Steven Engrav, AGT

## 25 YEARS OF SERVICE

Randy Stockley, PR

## 23 YEARS OF SERVICE

Rob Hay, SGA

## 22 YEARS OF SERVICE

Scott Florin, AGT

Kris Thieme, SGA

## 21 YEARS OF SERVICE

Fran Christie, PR

Herivelto Pereira, AGT

## 20 YEARS OF SERVICE

Omar Hashimi, AGT

## 17 YEARS OF SERVICE

Richard Carter, AGT

John SparbY, SGA

## 16 YEARS OF SERVICE

Evan Holzhauer, MGA

Jonathan Russell, AGT

## 15 YEARS OF SERVICE

Peter Kwiatkowski, MGA

Brock Lampee, SA

Kristi Vang, AGT

## 14 YEARS OF SERVICE

Matthew Diulus, RGA

Joseph Hedborn, GA

Melissa Lively, PR

Mark Neilson, RGA

Nicole Sanders, MGA

Matthew Turnquist, MGA

## 13 YEARS OF SERVICE

Randall Cook, RGA

Tina Janti, GA

David Scalisi, PR

## 12 YEARS OF SERVICE

Milena Arceo, AGT

Bernadette Casciato, AGT

Mark Hart, AGT

Beau Locker, SGA

Richard Pazak, AGT

Blake Ralston, SGA

Richard Rowe, AGT

Jesse Spencer, AGT

Eric Thompson, RGA

Sara Vaz, RGA

## 11 YEARS OF SERVICE

Jeffrey Hapke, PR

Dallas Johnson, AGT

Marlene King, AGT

## 10 YEARS OF SERVICE

Collins Appiah, GA

Bryon Eddinger, GA

Greg Graham, MGA

Katalina Halaunga, AGT

Riley Peters, AGT

Cleopatra Sola, AGT

Jay Washington, SGA

## 9 YEARS OF SERVICE

Maria Avila, GA

Michael Cirelli, RGA

Myaa Fallon, SGA

Matthew Halbmaier, PR

Lorena Herndon, GA

Michael McClintock, AGT

Mia Mitchell, GA

Christine Moore, AGT

Juan Olvera, RGA

Kendall Wilson, MGA

## 8 YEARS OF SERVICE

Fabian Aniekwensi, AGT

Alexandra Berberich, MGA

Michael Botond, RGA

Caren Deanda, GA

Jesse Doherty, RGA

Evan Donoghue, RGA

Lawrence Hadley, SA

Nathan Hunt, RGA

Jason Kuepfer, SA

Desmond Martin, MGA

Ed-Maggie Myrthil, RGA

Thomas Prather, AGT

Richard Sidoti, GA

Phillip Waisman, SGA

## 7 YEARS OF SERVICE

Stephanie Baumann, PR

Rechel Brown, SGA

Christopher Buttacavoli, SA

Oscar Cardoza, MGA

Funmilola Elumade, GA

Tommy Flynn, PR

Alex Miller, AGT

Brian Obrecht, SA

Blake Tomblin, RGA

Rupinder Toor, MGA

## 6 YEARS OF SERVICE

Joshua Bacchus, RGA

Alon Barnur, RGA

Ryan Bevan, AGT

Donald DeVoise, RGA

Tony Georges, AGT

Michael Giachetti, MGA

Kyla Greig, GA

Michael Hepner, SA

Justin Hermann, RGA

Daniel Lopez-Velasquez, GA

Dillon Kuehne, GA

Nicole LePage, SA

Robert Lieberman, AGT

Hector Luque, SA

Michael Lyons, GA

Justin Malone, GA

Fulton Martin, AGT

Matthew Olow, AGT

Jonathan Parham, AGT

Meagan Payne, AGT

Sky Plunkett, MGA

Jacob Rosinsky, GA

Chandra Seepersad, SA

Mohamed Shogar, SGA

Leanna Sinclair, MGA

Katie Stahulak, MGA

Brad Toyama, SA

## 3 YEARS OF SERVICE

Jose Andujar, SA

Jennifer Barnes, AGT

Kyle Cooley, SA

David Ferriolo, SA

Siale Aso, AGT

Roxana Campos, SA

Mary Carnegie, SA

Kamie Clark, GA

Truman Falkner, AGT

Jennifer Gilkie, MGA

Alex Grushko, GA

Robert Hardy, AGT

Ayana Hill, AGT

Tyrese Holland, AGT

Nouraddin Hussein, SA

Dillon Kuehne, GA

Nicole LePage, SA

Robert Lieberman, AGT

Hector Luque, SA

Michael Lyons, GA

Justin Malone, GA

Fulton Martin, AGT

Matthew Olow, AGT

Jonathan Parham, AGT

Meagan Payne, AGT

Sky Plunkett, MGA

Jacob Rosinsky, GA

Chandra Seepersad, SA

Mohamed Shogar, SGA

Leanna Sinclair, MGA

Katie Stahulak, MGA

Brad Toyama, SA

## 3 YEARS OF SERVICE

Jose Andujar, SA

Jennifer Barnes, AGT

Kyle Cooley, SA

David Ferriolo, SA

Giorgi Gogidze, MGA

Carrington Hanna, MGA

Koko Hunt, GA

Alek Lichniak, SA

Yehuda Makowitz, MGA

Muhammad Mansoor, MGA

Tyjere Morrow, MGA

John Pham, MGA

John Pontillo, AGT

Peter Poulakis, MGA

Nouraddin Hussein, SA

Steven Roberts, AGT

Justin Schmidt, MGA

Christina Shanno Baldwin, GA

Justin Sherman, AGT

Ryan Slone, RGA

Chase Snider, SA

Joshua Stein, SA

Shannon Stewart, MGA

Rodney Williams, SA

Nicole Wright, GA

## 2 YEARS OF SERVICE

Binyam Abune, AGT

Mariam Alabi, AGT

Andy Altig, SA

Maria Alvarado Albarran, SA

Tysen Banks, MGA

Angel Bannert, GA

Lauretta Bawo, GA

Joshua Bobb-Semple, AGT

Rea Lynch, RGA

Ana Machado Rodriguez, SA

Adrian Magallanes, AGT

Frances Buchanan, SA

Elijah Burdette, SA

Monet Cambino, SA

Cristian Cartagena Clemente, AGT

Jermaine Moye, MGA

Allison Castille, AGT

Shereen Catalano, MGA

William Cesar, SA

Shana Cheatham, AGT

Emily Clymer, AGT

Sunday Conine, AGT

Brian Davis, AGT

Noah Eberhart, AGT

Sylvia Faucher, GA

Marshall Fernandez, GA

Jack Fisher, SA

Kelsey Friedler, SA

Cassidy Griffin, GA

Gage Harrington, SA

Melissa Hayfa, SA

Elisavet Horne, AGT

Anthony Iacovino, GA

Xhavit Jakupi, AGT

Brenda Karagiannis, MGA

Matthew Kerfoot, MGA

Mariann Kirby, GA

Kristin Kozakiewicz, SA

Luis Lamb, SA

Donald Lewis, MGA

Jonathan Lu, SA

Andrew Bogeas, GA

Joshua Briggs, AGT

Veronica Britos, GA

Brendan Matcham, SA

Caleb McConnell, SA

Nicholas Mihelich, SA

Jose Moreno, SA

Jermaine Moye, MGA

Daoud Naser, AGT

Hannah Phillips, AGT

Kayla Pina, AGT

Farrad Reid, SA

Victoria Richards, GA

Emily Rogers, SA

Shanna Rone, SA

Valerie Ross, AGT

Margaret Rudy, AGT

Pretoria Samuel, GA

Ryan Schreiber, SA

Rita Sharma, SA

Mayra Soto, AGT

Jake Taylor, SA

Rose Carmele Thelusma, SA

Sherita Thompson, AGT

Kim Tran, AGT

Taikendy Trinh, GA

Michael Valent, SA

Lydia Valentin, SA

Alexandra Verdusco, AGT

Todd Weinberg, AGT

Paige Zuzick, RGA

## 1 YEAR OF SERVICE

Connor Adkins, SA

Jennifer Allen, SA

Raphael Alves, GA

Bailey Amato, SA

Linee Apel, AGT

Elmar Aslami, SA

Graciela August Pelle, AGT

Dale Austin, AGT

Olusola Awosanya, MGA

Ibrahim Ayoade, AGT

Adrianne Bailey, AGT

Dorian Baker, AGT

Alaina Banks, SA

Patrick Barnes, AGT

Nicole Bolognesi, GA

Trivania Bourne, SA

Christina Bretney, SA

Quadir Brice, AGT

Andrea Brown, SA

Jessica Buchanan, SA

Mine Caglar Cost, SA

Valentina Caridad Ferrer, SA

Alice Carpenter, AGT

Olimar Cassarino Figueroa, AGT

Isaiah Castro, SA

# FEBRUARY COMPANY TOTALS

## BEST FEBRUARY IN COMPANY HISTORY!



## USING THE PLATINUM RULE TO SERVE WORKING FAMILIES



**Jason Beckman**  
Division Vice President  
PR Field Operations

When I first visited the AO office in Redmond, WA, the first thing I noticed was the "Platinum Rule" – treating others better than you ever expected to be treated.

My introduction to the Platinum Rule was in 2014 and fast-forward to today, I couldn't be more pleased for the entire Altig Organization to be named Organization of the Year! In reflection of my visits to the offices over the years, I can always say Rick, James, and Rob have always gone out of their way to make all guests and visitors to their Redmond office feel special.

It's clear to me that AO's culture embodies the culture American Income Life and our Public Relations team – treating people better than you ever expected to be treated. We show up to support members when they are in need during troubling times. We show up at strikes regardless of day, time, and weather to support our Union brothers and sisters. We are

there for our groups when members have fallen on hard times and are in need of food. The most difficult, yet most satisfying, part of our position is when we deliver an AD&D claim check to the group and/or family as we can see first-hand the impact that we have made on the family. Unfortunately, though, one of the common phrases we hear upon delivery of the claim is, "This will help the family so much as they weren't financially prepared for this tragedy."

From the policies our agents sell to the public policies American Income supports at the local, state, national, and provincial levels, we *Make Tomorrow Better* for the working families we support in today's business and political climate. When

we *Make Tomorrow Better* it isn't about showing up and going the extra mile when it's convenient, it's about being the "go-to person" for our groups – we are everywhere! Equally, our agents are the "go-to person" for our members when something happens to someone in the family and a claim needs to be processed



**Rick, James, and Rob congratulations to you, your families, and your organization on this well-deserved recognition from the Company!**

and paid. The mark we can leave on each family is indelible as it can change the life course and financial outcome of surviving family members. 🙏

### Sales

- \$21,863,344 Net ALP
- 6.8% Growth over February 2022
- 10.05% YTD Growth

### Recruiting

- 1,795 New Associates  
15.6% increase over February 2022  
+ ALL-TIME February
- Agent Count: 10,168

### Public Relations

- 574,425 members signed
- 74 ORI groups signed

### Quality/Reinstatements

- 4,678 Total Policies Conserved  
— 4,022 Reinstatements  
— 656 Reopens
- Net to Gross: 87%
- 13<sup>th</sup>-Month Persistency: 79.85%
- 4-Month Retention: 79.8%
- 13<sup>th</sup>-Month Retention: 61.8%



# NEW ASSOCIATES

## PER MANAGER

### SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Martin Correa Avila Robb	3	Michael Vasu	Jayne Valle	2	AO	Eric Morris	2	Tiffany Wagner
Morgan Boneberg	2	AO	Elizabeth Contreras	2	Beto Quintero	Nicholas Smith	2	Tiffany Wagner
Crystal Mekdarasack	2	AO	Grant Paplin	2	Albert Serur			
Edon Nevzadi	2	AO	Santino Ciocca	2	S-S-Parks-Salvaggi			

### GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Christian Gojcaj	6	AO	Monica Montgomery	3	Michael Vasu	Dulce Paz	2	Sabrina Lloyd
Sean Gillespie	5	Tiffany Wagner	Steven Pavel	3	Phillip Waisman	Damaris Trejo	2	Sabrina Lloyd
Timothy Welsh	4	Tiffany Wagner	Yendy Avellaneda	2	AO	Mikaela Galvin	2	Corey Neff
Samantha Garcia	3	AO	Brenna Behan	2	AO	Sylwia Faucher	2	Philip Prata
Tyler Lan	3	AO	Dalton Cassavoy	2	AO	Paola Asaro Avila	2	Beto Quintero
Angela Perez-Gomez	3	AO	Jahara Clark	2	AO	Zakaria Elgahmi	2	Darcy Schrieber
Troy Plummer	3	AO	Ryan Cummings	2	AO	Ayisha Henry	2	S-S-Bendure-Hartwig
Richard Sidoti	3	AO	Roger Fredericks	2	AO	Christopher Montoni	2	S-S-Parks-Salvaggi
Alex Jankowski	3	Simon Arias	Begona Patino-Lopez	2	AO	Lindsay Cary	2	Kris Thieme
Brenda Giron Rangel	3	Cohen-Velasquez	Jared Robertson	2	Cohen-Velasquez	Sabrina Smith	2	Michael Vasu
Samantha Goris	3	Fisher-Zuzick	Temesghen Starr	2	Cohen-Velasquez	Mitzi Holmes	2	Washington-Washington
Agnieszka Kusper	3	Sabrina Lloyd	Jessica Yates	2	Desi Dimitrova	Tyler Tasa	2	Josh West
Carlos Navas	3	Beto Quintero	William Malerk	2	Brett Gryska			
Race Rogers	3	Darcy Schrieber	Amanda Urdaneta	2	Walter Icaza			

### MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Mark Dushaj	9	AO	Stephen Davis	4	Albert Serur	Jason Ashline	3	Andre Hawthorne
Clayton Slaughter	9	Michael Vasu	Sabrina Agostini	3	AO	Jake Gelb	3	Nick Moore
Jonathan Rindt	5	Simon Arias	Matthew McDowell	3	AO	Beau Cullen	3	Corey Neff
Zach Otto	5	Sabrina Lloyd	Brandon Minor	3	AO	Nelson Desmond	3	Philip Prata
Andrew Bishop	4	AO	Ashlynn Orng	3	AO	Jose Heredia	3	Jesus Romero
Mark Reilly	4	AO	Melissa Sidoti	3	AO	Avion Johnson	3	S-S-Bendure-Hartwig
Phi Phan	4	Desi Dimitrova	James Evans	3	Ryan Bisanz	Ian Zollos	3	S-S-Parks-Salvaggi
Paige Zuzick	4	Fisher-Zuzick	Arcelia Zizumbo	3	Cohen-Velasquez	Tanner West	3	Michael Vasu
Klyo Vidal	4	Beto Quintero	Nairobi Contreras	3	Hemerson Gonzalez			
Mickey Adkins	4	Darcy Schrieber	Stephanie Burghardt	3	Gryska-Boles			

### RGAs

NAME	#	SGA
Mario Hajro	19	AO

#### NEW ASSOCIATE – \$1,000 contract-to-date new agent

##### THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA – at least two new associates during the month
- MGA – at least three new associates during the month
- RGAs – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

# NEW SGAs



### Erin Allen | Colorado

Erin joined AIL-NILICO in 2012 following a career in the equine industry. Attracted by the income potential, growth, and stability, Erin has found the challenge of setting and achieving her goals rewarding in her career. She recognizes the role our products play in helping our clients on one of the worst days of their lives. She says that although we cannot help on the emotional side of death, “we can help with the financial burden it can create.” In her spare time, Erin is involved with therapeutic riding and helping the homeless.



### Joshua Krueger | Colorado

Josh earned a Doctorate in Psychology before joining AIL in 2014, enticed by the freedom to set his own schedule, travel, and cultivate relationships. He wanted to lead his own office to provide the opportunity to others who don’t know something this fulfilling and lucrative was out there, which is how the opportunity was presented to him. Josh believes his organization can make a big difference. “The career opportunity is fantastic because it allows anyone and everyone to have a fair shot at succeeding, and having a consistent income.”



### Matthew Turnquist | Colorado & Texas

Matt has a Bachelor’s degree in Business from the University of Colorado and was a pro hockey referee before joining AIL-NILICO in 2009. He pursued the SGA opportunity to “serve people and improve their lives while improving the lives of my family members.” He credits his consistency and “old school work ethic” for the success he has had mentoring and helping people change their lives. Matt’s advice to those new to the Company is “Stop waiting to prove what you are worth. There is a proven system here. Follow it and have a strong work ethic.”



### Scott Wheeler | Nova Scotia

Scott graduated with a Bachelor’s degree in Sports Health Exercise and Nutrition from Rose Hill in Manchester, England. He was a gym teacher before he joined the Company in 2011. Scott pursued the SGA opportunity to maximize his potential for growth. He believes his organization will impact the local community by offering careers that will “change your life if you embrace it and go all in.” He adds, “Go all in, no plan B, never quit.” For those just starting out, Scott suggests beginning to recruit immediately.

## TOP RECRUITING AGENTS\*\* FEBRUARY



**Astrid Gomez Castrillon**  
8 Recruits  
Hemerson Gonzalez



**Nicholas Geyer**  
6 Recruits  
Simon Arias



**Jonathan Rindt**  
6 Recruits  
Simon Arias

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Gomez Castrillon	8	Alex Jankowski	3	Lindsay Cary	2	Doris Martinez Garcia	2	Jeremy Rivers	2
Nicholas Geyer	6	Ginaly Rocha	3	Nicholas Chuma	2	Genesis Medina Mendoza	2	Marvelie Sanchez	2
Jonathan Rindt	6	Gregory Rudolph	3	Isaiah Escalante-Garcia	2	Brandon Minor	2	Eliana Sanchez Ferrer	2
Andrew Bishop	4	Jeffrey A Smith	3	Joseph Fasolino	2	Jermaine Moye	2	Keith Seaman	2
Jenna Grula	4	Jeffrey Tillman	3	Alexandria Greer	2	London Nelson	2	Nicholas D Smith	2
Sierra Hartwig	4	Hunter Wood	3	Maryger Guedez	2	Kyle Ocupe	2	David Staffieri	2
Spencer Kozej	4	Dillon Zartman	3	Justin Haisha	2	Connor O'Donnell	2	Klyo Vidal	2
Ryan Parrish	4	Sabrina Agostini	2	Jusem Hajali	2	William Parmeter	2	Talon Voight	2
Blake Breitzke	3	Aldalyne Aldana Bello	2	Corey Helly	2	Gabriela Perez	2	Tucker Vouga	2
Riley Donovan	3	Yatzemanit Allen	2	Asante Jackson	2	Aldo Ramirez Marinelli	2	Lori Watson	2
Nediby Gonzalez Sanchez	3	Mary-Delores Ayarzagoitia	2	Karly Kelly	2	Diannah Rancher	2	Ashley West	2
Asiguy Haugabook	3	Tyler Boulden	2	Peter Kwiatkowski	2	Aubrie Ray	2	Walker Willis	2
Taleb Jammoul Hajali	3	Jason Bratin	2	Niloy Leal	2	Mark Reilly	2	John Winters	2

TOTAL PINNACLE RECRUITERS: 333 TOTAL PINNACLE RECRUITS: 434

## TOP RECRUITING AGENTS\*\* YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Gomez Castrillon	18	Chase Miller	5	Connor O'Donnell	4	Lindsay Cary	3	Diannah Rancher	3
Sierra Hartwig	11	Al-Shakise Anderson	4	Ryan Parrish	4	Michael Denton	3	Aubrie Ray	3
Jonathan Rindt	7	Jason Bratin	4	Gregory Rudolph	4	Isaiah Escalante-Garcia	3	Ginaly Rocha	3
Nicholas Geyer	6	Riley Donovan	4	Jeffrey A Smith	4	Torian Fields	3	John Santosuosso	3
Andrew Bishop	5	Robin Gonzalez	4	Jeffrey Tillman	4	Jonathan Giaco	3	Clayton Slaughter	3
Nicholas Chuma	5	Justin Haisha	4	Luciano Valero Vidal	4	Greg Graham	3	Klyo Vidal	3
Nediby Gonzalez Sanchez	5	Corey Helly	4	Hunter Wood	4	Asiguy Haugabook	3	Marlen Wilkins	3
Jenna Grula	5	Spencer Kozej	4	Mary-Delores Ayarzagoitia	3	Alex Jankowski	3	Dillon Zartman	3
Bobby Hamilton	5	Peter Kwiatkowski	4	Blake Breitzke	3	Johnny Ly	3		
Taleb Jammoul Hajali	5	Ana Naim	4	London Burnett	3	Doris Martinez Garcia	3		

TOTAL PINNACLE RECRUITERS: 575 TOTAL PINNACLE RECRUITS: 819

**Nicholas Chuma**  
S-S-Bendure-Hartwig  
25 Recruits  
DIAMOND

**Doris Martinez Garcia**  
AO  
15 Recruits  
PLATINUM

**Clayton Slaughter**  
Michael Vasu  
11 Recruits  
GOLD

**Arturo Romero**  
S-S-Parks-Salvaggi  
10 Recruits  
GOLD

**Ashley Rust**  
AO  
10 Recruits  
GOLD

**Eric Thompson**  
S-S-Parks-Salvaggi  
10 Recruits  
GOLD

**Blake Tomblin**  
Simon Arias  
10 Recruits  
GOLD

**Andrew Bishop**  
AO  
8 Recruits  
SILVER

**Brandon Bennett**  
Simon Arias  
6 Recruits  
SILVER

**Nicholas Geyer**  
Simon Arias  
6 Recruits  
SILVER

**Selina Maldonado**  
Michael Vasu  
6 Recruits  
SILVER

**Jeffrey A Smith**  
Simon Arias  
6 Recruits  
SILVER

**Evan Stewart**  
Simon Arias  
6 Recruits  
SILVER

**Elvis Tinaj**  
AO  
6 Recruits  
SILVER

**Matthew Abdo**  
Moore Midwest  
5 Recruits  
SILVER

**Augusto Arango**  
Jesus Romero  
5 Recruits  
SILVER

**Michael Battaglio**  
Duane Shaw  
5 Recruits  
SILVER

**Jahara Clark**  
AO  
5 Recruits  
SILVER

**Alexandria Greer**  
Giddens-Giddens  
5 Recruits  
SILVER

**Bobby Hamilton**  
AO  
5 Recruits  
SILVER

**Jillian Heaney**  
George O'Shea  
5 Recruits  
SILVER

**Alexandra Longo**  
Hart-Lewicki  
5 Recruits  
SILVER

**Jermaine Moye**  
Simon Arias  
5 Recruits  
SILVER

**Connor O'Donnell**  
S-S-Parks-Salvaggi  
5 Recruits  
SILVER

**Ronke Olusegun**  
Duni Olusegun  
5 Recruits  
SILVER

**Manique Sala**  
Duni Olusegun  
5 Recruits  
SILVER

**John Santosuosso**  
Brett Gryska  
5 Recruits  
SILVER

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.  
 ● Spotlight will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. Spotlight may picture more or less than 5 in case of a tie.  
 ■ The number of YTD Pinnacle Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

\*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$1,500 Net ALP.

# 2ND CHANCE CONVENTION CONTEST

## February Standings



### ROOKIE PRODUCERS

Rank	Net ALP	SGA
1	<b>Sebastian Frydenberg</b>	\$49,935 Moriah Chandler
2	<b>Mohammed Majali</b>	\$49,677 Henderson-Locker
3	<b>Nicholas Llewellyn</b>	\$49,578 AO
4	<b>Windy Valencia</b>	\$47,954 Mauro Capozucca
5	<b>Alex Tran</b>	\$47,801 Simon Arias
6	<b>Timothy Stone</b>	\$44,160 Greg Graham
7	<b>Samir Beydoun</b>	\$43,056 Michael Vasu
8	<b>Pablo Castro Gaulet</b>	\$42,608 Sergio Carta
9	<b>Carol Fernandez</b>	\$42,174 Sergio Carta
10	<b>Anthony Ruggiero</b>	\$40,337 AO
11	<b>Ashley Applon</b>	\$37,832 Washington-Washington
12	<b>Juneth Zambrano De Grasso</b>	\$36,602 Jesus Romero
13	<b>David Gallagher</b>	\$36,186 AO
14	<b>Christopher King</b>	\$36,003 Henderson-Locker
15	<b>Austin Timmons</b>	\$35,972 AO
16	<b>Edward Tiongson</b>	\$35,384 Moriah Chandler
17	<b>Mam Samba</b>	\$34,970 AO
18	<b>Aiman Almaweri</b>	\$33,904 Darcy Schrieber
19	<b>Cameron Taylor</b>	\$33,812 AO
20	<b>Zachary McCormack</b>	\$33,431 AO

### VETERAN PRODUCERS

Rank	Net ALP	SGA
1	<b>Marjory Murat</b>	\$64,367 Albert Serur
2	<b>Kemar Thompson</b>	\$61,104 Arias-Dlabik
3	<b>Sharif Grays</b>	\$43,062 Cindy Furer
4	<b>Nicholas Davis</b>	\$42,601 Tom Williams
5	<b>Hazem Aboueldahab</b>	\$42,532 AO
6	<b>Chad McLaughlin</b>	\$37,922 Henderson-Locker
7	<b>Ryain Lee</b>	\$37,253 Simon Arias
8	<b>Ryan Parrish</b>	\$35,694 Simon Arias
9	<b>Enri Sako</b>	\$34,420 AO
10	<b>Lambert McElrath</b>	\$32,621 S-S-Parks-Salvaggi
11	<b>Asata Walker</b>	\$31,340 AO
12	<b>Hunter Bischoff</b>	\$31,190 Gryska-Hamilton
13	<b>Steven Dell</b>	\$30,395 Simon Arias
14	<b>Timipre Barigha</b>	\$29,322 AO
15	<b>Andrea Laurent</b>	\$29,296 Simon Arias
16	<b>Christopher Dark</b>	\$29,171 Chad Deley
17	<b>Greta Wilson</b>	\$28,840 Brian Schreiter
18	<b>Denzil Latimore</b>	\$28,685 AO
19	<b>Fran Tinaj</b>	\$28,652 AO
20	<b>Michael Panella</b>	\$27,759 Simon Arias

### MGA

Category	Growth	SGA
I	<b>Zach Otto</b>	20.9% Sabrina Lloyd
I	<b>Joshua Olin</b>	7.5% AO
II	<b>Joseph Tomanovich</b>	10.6% AO
IV	<b>Jeffrey Espinal</b>	54.3% Theodore Pappas
VI	<b>Aaron Piotrowski</b>	85.9% Sabrina Lloyd
VII	<b>Matthew Abdo</b>	176.0% Nick Moore
IX	<b>Michael Romero</b>	9.3% Mathew Hart
X	<b>Joshua Jackson</b>	99.0% Brian Schreiter
XI	<b>Ed-Maggie Myrthil</b>	88.3% Theodore Pappas
XII	<b>Kingsley Hansen</b>	56.6% Denis-Michael Catalano
XV	<b>Johnny Ly</b>	56.2% Giglione-Ackerman
XVIII	<b>Corey Helly</b>	98.2% Giglione-Ackerman

### RGA

Category	Growth	SGA
I	<b>Corey Helly</b>	12.8% Giglione-Ackerman
II	<b>Joseph Tomanovich</b>	0.2% AO
III	<b>Zach Otto</b>	87.7% Sabrina Lloyd
III	<b>David Carpenter</b>	50.7% AO
V	<b>Mark Lahijani</b>	50.2% Theodore Pappas
VI	<b>Klyo Vidal</b>	185.0% Beto Quintero
VII	<b>Michael Romero</b>	28.2% Mathew Hart
VIII	<b>Ed-Maggie Myrthil</b>	93.4% Theodore Pappas
IX	<b>Matthew Abdo</b>	88.3% Nick Moore
XI	<b>Aaron Piotrowski</b>	55.2% Sabrina Lloyd
XII	<b>Sabrina Ashraf</b>	46.9% Theodore Pappas

### MGA ROOKIE

Category	PF	SGA
Rookie	<b>Klyo Vidal</b>	169.7% Beto Quintero



**2023 CONVENTION • MAY 3-6  
THE GRAND AT MOON PALACE**

\*Min. 75% RTN or 80% NTG requirements apply.

\*\*These numbers are quarter-to-date.

\*\*\*NZ agents and managers are not eligible.

\*\*\*\*Business written to qualify for a winning spot in the 2023 Convention Second Chance Contest will also go toward 2024 Convention qualification requirements.

Disclaimer: The Contest Period runs from 1/1/2023 to 3/31/2023. No entry form is required to participate in this Contest – agents at all levels described above who are actively appointed with American Income Life Insurance Company (the “Company”) throughout the Contest Period described above will be automatically entered in the Contest. No purchase is necessary to enter or win. Only one entry per person is permitted. Winner(s) will be selected based on the criteria as described above. Winner(s) will be notified by email or phone on file in Company records. All levels must be actively appointed with the Company at the time the Winner(s) is selected and at the time the prize is redeemed. Prizes are non-transferable, and have no cash value. Winner(s) is solely responsible for federal, state, and local taxes and any unspecified expenses or fees associated with prize acceptance, receipt, and use. Winner(s) must be above Company minimum standards and meet Company quality requirements for contests and recognition. The Company reserves the right to disqualify anyone from participation in the Contest. The Company reserves the right cancel, modify, or suspend the Contest for any reason and without prior notice, as well as the right to substitute alternate prize(s) of equal or comparable value. Guest(s) accompanying the Winner(s) on prize travel must be 21 years of age or older and may not be appointed with the Company or employed by the Company. Winner(s) and their Guest(s) may be required to execute liability waivers in a form acceptable to the Company in order to redeem prize travel. Prizes are offered “as is” with no express or implied warranties, including, but not limited to, quality, condition, merchantability, or fitness for a particular purpose. Winner(s) must look to the manufacturer or service provider for any potential warranties or guarantees. If requested by the Company, Winner(s) may be required to execute liability waivers in a form acceptable to the Company in order to receive the prize(s).

# DON'T RELY ON LUCK

Here are six top tips to find and maintain motivation in the AIL-NILICO world.

**1. Set Goals**

The first step to staying motivated is to set achievable goals for yourself. This could be a target number of sales, an income goal, or even a goal to improve a particular aspect of your presentation. Having a clear goal in mind helps you focus your energy and prioritize your efforts.

**2. Celebrate Wins**

Celebrating your success, no matter how small, can help keep you motivated. Take the time to acknowledge your accomplishments, whether it's protecting another family or making progress towards your goals. Celebrating our wins helps us stay positive and confident, even when facing setbacks.

**3. Stay Positive**

Maintaining a positive attitude is essential in the world of sales. It's easy to get discouraged by rejection or a slow month, but it's important to remember that success is a process, not an overnight achievement. Focus on what you can control, and don't let negativity hold you back.

Staying motivated in the world of sales requires a proactive approach. Set clear goals, celebrate your successes, maintain a positive attitude, embrace challenges, invest in yourself, and connect with others. By focusing on these key areas, you can find the motivation you need to take your career to the next level.

**4. Embrace Challenges**

Challenges are a part of life, and they're also a part of sales. Instead of seeing challenges as roadblocks, view them as opportunities to grow and improve. We must look for ways to learn from mistakes and use them to our advantage in the future.

**5. Invest In Yourself**

Personal and professional development can help us stay motivated and engaged in our work. Attend workshops, webinars and townhalls offered by the Company (such as Agent and MGA Townhalls, WIN webinars etc.), read books on sales and leadership and take courses to improve your skills. Investing in ourselves will pay dividends in the long run.

**6. Connect With Others**

Building relationships with other top producers and leaders can provide a valuable source of motivation and support. Join agency and Company networking groups to connect with like-minded individuals who can share insights, tips, and experiences.



**Renee Jeffries**  
Division Vice President  
American Income Life &  
National Income Life Divisions

As sales professionals, we all know that motivation is one of the key elements to achieving success. But how do we stay motivated day in and day out, especially when facing rejection and/or challenges in our personal lives?

## AIL/NILICO's 2022 Organization of the Year



# WHEN ONE OF US WINS, WE ALL WIN

"Good leaders make people feel that they're at the very heart of things, not at the periphery. Everyone feels that he or she makes a difference to the success of the organization. When that happens people feel centered and that gives their work meaning." — Warren Bennis

Success breeds success, and AO, our 2022 Organization of the Year, is a prime example of that principle in action. In addition to the overall organizational win, AO can lay claim to the top Veteran and Rookie Individual Producers (both of whom produced more than \$1 million for the year), General Agent, Master General Agent, and Regional General Agent, as well as many more who placed in the top ten in all categories.



Despite the wild success AO enjoys, you won't meet any more humble and caring people than Rick Altig, Rob Hay, and James Hill. As our 2022 Rookie Individual Producer Marshall Fernandez said, "They are always available to help anyone who asks – no appointment needed!"

How does AO continue to perform at a consistently high level year after year? Read on!

### To what do you attribute AO's ability to achieve double-digit growth year after year?

"Double-digit growth is always our goal every single year. It doesn't happen because of one thing we do that others don't. It happens because we are adaptable and open to change. That change can happen in any facet of the business; you must be ready and willing to see it. What works one year may not work in the next. Over the last decade, this business has completely shifted, especially in these last few years. We would not be in this position without our great leaders and support team who continue to innovate, and above all else, our Producers. This business has always been about the Producer. Whatever we can do to make the Producer's life easier, that usually leads to growth at all levels."

### In an organization as large, diverse, and widely geographically distributed as AO, what is the dynamic that brings you all together in a culture with unified sales, training, and leadership development processes?

"The way our culture has grown, mainly through the actions of our leaders, is really inspiring. We don't have any person in our organization that keeps anything to themselves. When one of us wins, we all win. That comes to life through our training sessions, where the best of the best in the company share what they have learned in the field. That gives new people the tools they need to succeed right away. We have systems and processes, but those are just ideas. Putting those ideas into action and displaying how attainable it is for any person starting out, that is where it all comes together. Showcasing people from all walks of life who have come here and made it all the way to Partner is something we take pride in. We want that for everyone."

### What can we expect to see from AO in 2023 and beyond?

"Of course, we have our plans, but multiple decades in this business have taught us that what we're thinking is only the beginning of something even greater. Specialized producers, and training that caters to those individuals, that is what we are focused on right now. With all the limits being taken off this opportunity, it is more exciting to think about how unmeasurable the success can be. That's how much we believe in what we are doing, and that so many people out there could be making more than they ever thought possible. It is our responsibility to reach those people and show them. That is where this can truly explode."

**Please join us in congratulating Rick, Rob, James, and the entire AO organization for a truly stellar year. 🎉**



"What makes AO so great is that it's not about one person, AO is a group of people that come from all different backgrounds working together to achieve something that's bigger than themselves." – *Andy Altig*

"Thank you for the inspiration. I would have to create a big vision on my own, but you guys provide an opportunity that helps me to think big by showing what is possible. Congratulations and thanks for all you do for the company." – *Simon Arias (SGA, Executive Council Member)*

"Rick, Rob and James, thank you for being the most supportive human beings. Leadership that I have never experienced before. Very grateful. Congratulations!" – *Marshall Fernandez (2022 Rookie Individual Producer, AO)*

"Congratulations to the most amazing group of leaders I have come across. You have impacted so many people, and the ripple effect will go on for generations. Thank you for being so kind, motivating, and cultivating a culture that is like no other!" – *Dani Jankowski (Director, AO)*

"Rick, Rob, and James are the epitome of the platinum rule. My entire 15 year career here with AO, they have always done more for me than I could ever do for them. They are brilliant, incredibly hard working, innovative, they always have integrity and they continue to show American Income Life all that is possible. I am forever grateful for AO!" – *Nick Lorence (SGA, AO)*

"Rick Altig has been the most committed leader I've ever seen to anyone's success by far; totally selfless and leads by example every step of the way. There is a reason we've been so successful all these years." – *Daniel Paravisini (2022 Veteran Individual Producer, AO)*

"Rick, Rob and James have taught me what it means to run a business with integrity. Obviously, these men have been incredibly successful from a business standpoint, but I believe what really sets them aside from other leaders is their set of core values. Congratulations to all three of you on Organization of the Year, and many more to come!" – *Joe Tomanovich (RGA, AO)*

"To the entire AO organization; I commend your outstanding performance not only this year but every year. Thank you for being an inspiration to so many!" – *Josh West (SGA, Executive Council Member)*

"Huge congratulations to Rick, James, and Rob on winning yet another year! You have truly made AO the golden standard. Your hard work and dedication have paid off, and it's no surprise that you've achieved such great things. More than that, however, I want to express my gratitude for the role you've played in my own growth and development. Your mentorship and guidance have been invaluable to me, and I've learned so much from watching you work and hearing your insights. Your success has not only been inspiring, but it's also been a reminder to all of us that growth and progress are possible with hard work, perseverance, and a commitment to excellence. You've set the bar high, and I look forward to continuing to learn from you and growing alongside you. Thank you for everything you've done for me and for our team. Your contributions have made a significant impact on our success, and we are all grateful for your leadership. Congratulations again, and as Rick always says: 'The only evidence of life, is growth!' Continue to set the bar and keep growing! AO, Let's Grow!" – *Eno Iftiu (RGA, AO)*

"Congratulations on making the impossible possible once again. To me, AO is the epitome of the North American Dream - with their relentless commitment to supporting the success of the producers and their drive to always be innovating for the future. I'm proud to be associated with the people of AO. The culture passed down from Rick Altig, Rob Hay, and James Hill is continually represented through the leadership, sales, and support teams. AO is truly something special and continues to set the bar for growth through selfless leadership. Thank you AO, my life is changed forever because of the vehicle you've built for me and so many others" – *Dustin Venekamp (SGA, AO)*

"Congratulations on winning the Agency of the Year Award! Your exceptional leadership and the high standard of excellence that you and your team have set have resulted in this well-deserved award. Being recognized as the Agency of the Year is a testament to the impact that you have made on our company and our industry. To the partners at AO: Together, you have built something truly special here. You have set the standard for what it means to be the best in the business, and we are happy to look up to you and your team while you lead the way." – *Rob Kanaan (SGA)*

"It's been an honor to get to work with AO for close to three years now. Every call, meeting, conference, and retreat has left a significant impression on me. At every turn and in every encounter, I am still amazed at the gratitude you all have for what you do. There is so much spirit within this organization, and undoubtedly that is one of the keys to sustained success. The people within AO are a reflection of you - they simply want to help everybody get what they want. When every decision is made with careful attention to what is best for each individual and how to create a better opportunity, growth is unstoppable. Congratulations on being named 2022 Organization of the Year! We are all thinking bigger because of you. Your immeasurable impact will lead this organization to \$1 Billion and beyond. Thank you!" – *Chris Vasu (Exec. VP, AO)*

"I want to congratulate all the partners at AO for being named Organization of the Year in 2022. Even more so, I'd like to thank you all for continuing to set the bar and showing everyone what's possible when you put 'People First.'" – *Kevin Holtz (SGA, Executive Council Member)*

"To our SGA Partners! You continue to amaze everyone and push us to become bigger and better! We are grateful for all the investment and leadership you provide to all of our agencies. Very well deserved and it won't be the last time." – *Josh Olin (RGA, AO)*



# VIBRA LATINA

## ¿Por qué los hispanos son los que menos seguro de vida tienen en los Estados Unidos?

**EN** nuestros países latinoamericanos, la unión, el amor y la protección son la base del núcleo familiar. Sin embargo, los latinos cometen el error de creer que los seguros de vida no son necesarios. Pertenecemos a la mejor compañía que provee beneficios de acuerdo con el salario neto de la familia. Nuestro trabajo es esencial para la educación de latinos en los Estados Unidos. Por eso es importante educar a nuestros agentes y máangers a que se concentren en proteger a las familias, en lugar de solamente las ventas. Después el dinero, las posiciones y el reconocimiento vendrán por añadidura.

Hace una década, un estudio del Insurance Barometer (IBS) reveló que **los hispanos de Estados Unidos tienen los índices más bajos de posesión de seguros de vida (59%)** en comparación con los blancos (62%) y afroamericanos (66%). Los reportes suplementarios de LIMRA y Life Happens de 2022, titulado Hispanic Americans: Life Insurance Ownership and Attitudes, muestra


que solamente el 42% de los hispanos en Estados Unidos tienen seguro de vida. Entre las principales razones de esta disparidad está **el costo (38%)** y **las prioridades financieras que compiten entre sí (38%)**. El costo puede percibirse como una barrera para asegurarse; sin embargo, el 75% de los consumidores hispanos sobrevaloran el verdadero costo del seguro de vida.

Los hispanos tienen varias prioridades financieras antes que asegurar sus vidas, tales como pagar los gastos médicos, reducir la deuda de tarjetas de crédito y pagar los estudios de sus hijos. Otra razón es que no habían adquirido seguros de vida porque aún no habían sido contactados por agencias de seguros.

Los hispanos ponen un gran énfasis en la unidad familiar. Aun así, muchos todavía desconocen los beneficios asociados con asegurar su vida. Estos seguros pueden aportar mayor seguridad financiera y disminuir la incertidumbre de la vida, proporcionar el tiempo

necesario para que nuestros seres queridos realicen el duelo ante una muerte, aportar fondos para cancelar deudas y tener la posibilidad de dejar un legado sustancial a los miembros de la familia.

Si los hispanos continúan postergando la investigación de la compra de seguros de vida, las familias corren el riesgo de sufrir dificultades financieras imprevistas como el resultado del fallecimiento del sostén económico del hogar.

Nosotros en AIL tenemos la obligación y el compromiso de ayudar a que nuestras familias sean proactivas. Con nuestro análisis de necesidades podemos ofrecer a nuestros clientes la protección adecuada e incluso reforzar un seguro de vida existente. Nuestra carrera es de alta necesidad y, si nos enfocamos en el beneficio de nuestros hermanos latinos y no en nuestro beneficio personal, saldremos exitosos en nuestra misión de ayudar a proteger familias trabajadoras. 

**Angel Martínez**  
Director de Ventas / Sales Director



## Why are Hispanics the least insured in the United States?

**I**N Latin American countries, the family nucleus is based on union, love, and protection. However, Latinos have the misconception that life insurance is not necessary. We belong to the best company that provides benefits according to the family's net salary. Our work is essential in educating Latinos in the United States. It's important to educate agents and managers not to think solely about the sale. Focusing on protecting the families is crucial. Then money, positions, and recognition will come as well.

A decade ago, an Insurance Barometer (IBS) study revealed that **U.S. Hispanics had the lowest rates of life insurance ownership (59%)** compared to whites (62%) and African Americans (66%). LIMRA's and Life Happens' 2022 Insurance Barometer supplement report, titled Hispanic Americans: Life Insurance Ownership and Attitudes, shows only 42% of Hispanic Americans own life insurance. Top among the reasons


for this disparity are **cost (38%)** and **competing financial priorities (38%)**. Cost may be a perceived barrier to ownership — 75% of Hispanic consumers overestimate the true cost of life insurance.

Hispanics have several financial priorities before securing their lives, such as paying for medical expenses, reducing credit card debt, and paying for their children's school. Another reason they had not purchased life insurance is that insurance agencies had not yet contacted them.

Hispanics place a strong emphasis on the family unit. Even so, many are still unaware of the benefits of securing their lives. These insurances can provide greater financial security and reduce the uncertainty of life, provide the necessary time for our loved ones to mourn a death, give funds to cancel debts,

and have the possibility of leaving a substantial legacy to family members.

If Hispanics continue to delay investigating the purchase of life insurance, families are at risk of unforeseen financial hardship because of the death of an income earner.

We at AIL are obligated and committed to helping our families be proactive. With our needs analysis, we can offer our clients the proper protection and even reinforce existing life insurance. Our career is essential, and if we focus on the benefit of our Latino brothers and sisters and not on our personal use, we will succeed in our mission of helping to protect working families. 



### VETERAN PRODUCER



**1**  
OMAIRA GARCES RAMONEZ  
MIAMI, FL

SA



**1**  
LUIS ALVAREZ  
HOUSTON, TX

### VETERAN MGA



**1**  
CARMEN PENA GUEDEZ  
HOUSTON, TX

### ROOKIE PRODUCER



**1**  
PABLO CASTRO GAULET  
LONG BEACH, CA

GA



**1**  
PAOLA ASARO AVILA  
MIAMI, FL

### ROOKIE MGA



**1**  
KLYO VIDAL  
MIAMI, FL

RGA



**1**  
DANIEL PACHECO  
MIAMI, FL

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Omaira Garces Ramonez	\$20,491	84.5	Klyo Vidal	Beto Quintero
2	Ana Machado Rodriguez	\$14,400	81.4	Klyo Vidal	Beto Quintero
3	Margarita Hickman	\$13,782	79.5	Nairobi Contreras	Hemerson Gonzalez
4	Dana Martin Gonzalez	\$10,712	91.4	Aldo Ramirez Marinelli	Beto Quintero
5	Roxie Soto	\$9,522	88.7	Klyo Vidal	Beto Quintero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Pablo Castro Gaulet	\$22,079	100	Carol Fernandez	Sergio Carta
2	Juneth Zambrano De Grasso	\$21,345	93	Augusto Arango	Jesus Romero
3	Jenny Torres De Villarroel	\$15,545	100	Aldo Ramirez Marinelli	Beto Quintero
4	Rita Jimenez	\$13,552	98	Raul Pinto	Jesus Romero
5	Evelyn Santos Guerrero	\$12,958	100	Klyo Vidal	Beto Quintero

## TOP LATINO MARKET SUPERVISING AGENTS: FEBRUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Alvarez	\$21,124	\$26,834	95	Alejandra Larez Morales	Jesus Romero
2	Oscar Alvarez	\$15,545	\$21,410	100	Aldo Ramirez Marinelli	Beto Quintero
3	Maryger Guedez	\$12,473	\$18,529	99	Carmen Pena Guedez	Jesus Romero
4	Elizabeth Contreras	\$11,727	\$16,257	97	Klyo Vidal	Beto Quintero
5	Valentina Caridad Ferrer	\$11,679	\$11,827	89	Pedro Bolivar Pena	Fort Worth Latino Division

## TOP LATINO MARKET GENERAL AGENTS: FEBRUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Paola Asaro Avila	\$28,739	\$31,794	100	Aldo Ramirez Marinelli	Beto Quintero
2	Carlos Navas	\$23,391	\$56,022	95	Klyo Vidal	Beto Quintero
3	Ana Lozada	\$12,371	\$15,408	96	Raul Pinto	Jesus Romero
4	Kevin Valentin Ross	\$10,022	\$18,834	85	Havis Alvarado	Hemerson Gonzalez
5	Edgar Carruyo	\$6,892	\$10,356	100	Pedro Bolivar Pena	Fort Worth Latino Division

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: FEBRUARY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Carmen Pena Guedez	76.5%	\$61,232	\$34,700	87.7	Jesus Romero
2	Jhanna Valerio Vivas	65.3%	\$79,031	\$47,805	82.7	Beto Quintero
3	Daniel Pacheco	38.9%	\$62,300	\$44,865	78.6	Beto Quintero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: FEBRUARY

Rank	PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Klyo Vidal	194.5%	\$67,481	\$34,700	93	Beto Quintero
2	Jose Heredia	102.2%	\$35,465	\$34,700	95	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: FEBRUARY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	334.6%	\$150,805	\$34,700	83.5	Beto Quintero
2	Klyo Vidal	189.4%	\$108,557	\$37,512	95	Beto Quintero
3	Carmen Pena Guedez	128.5%	\$79,299	\$34,700	95	Jesus Romero

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Omaira Garces Ramonez	\$34,393	84.5	Klyo Vidal	Beto Quintero
2	Dana Martin Gonzalez	\$29,622	91.4	Aldo Ramirez Marinelli	Beto Quintero
3	Ana Machado Rodriguez	\$22,352	81.4	Klyo Vidal	Beto Quintero
4	Lisbeth Vasquez Rodriguez	\$19,642	84.1	Daniel Pacheco	Beto Quintero
5	Roxie Soto	\$18,385	88.7	Klyo Vidal	Beto Quintero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Pablo Castro Gaulet	\$42,609	100	Carol Fernandez	Sergio Carta
2	Carol Fernandez	\$42,175	93	Carol Fernandez	Sergio Carta
3	Juneth Zambrano De Grasso	\$36,603	93	Augusto Arango	Jesus Romero
4	Rita Jimenez	\$20,999	98	Raul Pinto	Jesus Romero
5	Jenny Torres De Villarroel	\$20,149	100	Aldo Ramirez Marinelli	Beto Quintero

## TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Carlos Navas	\$54,977	\$115,181	95	Klyo Vidal	Beto Quintero
2	Paola Asaro Avila	\$47,434	\$53,079	100	Aldo Ramirez Marinelli	Beto Quintero
3	Nahireth Rivero	\$36,560	\$42,699	95	Carlos Camacho Medina	Jesus Romero
4	Yolamar Picon Mora	\$25,706	\$43,888	98	Raul Pinto	Jesus Romero
5	Ana Lozada	\$18,050	\$23,602	96	Raul Pinto	Jesus Romero

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Carmen Pena Guedez	57.9%	\$109,585	\$69,400	87.7	Jesus Romero
2	Jhanna Valerio Vivas	53.9%	\$180,231	\$117,114	82.7	Beto Quintero
3	Daniel Pacheco	27.9%	\$136,037	\$106,403	78.6	Beto Quintero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank	PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Klyo Vidal	169.7%	\$117,802	\$69,400	93	Beto Quintero
2	Jose Heredia	112.2%	\$77,891	\$69,400	95	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Carmen Pena Guedez	92.5%	\$133,628	\$69,400	95	Jesus Romero
2	Klyo Vidal	77.7%	\$213,837	\$120,361	95	Beto Quintero
3	Daniel Pacheco	61.6%	\$282,012	\$174,473	83.5	Beto Quintero



**1**  
NICHOLAS LLEWELLYN  
SCOTTSDALE, AZ



**2**  
ALEXUS HAWKINS  
WEXFORD, PA



**3**  
CONNOR KOY  
CINCINNATI, OH



**4**  
CHRISTINA KONSTANZER  
WEXFORD, PA



**5**  
KENDALL GOSLEE  
LOS ANGELES, CA



**6**  
SEBASTIAN FRYDENBERG  
BIRMINGHAM, AL



**7**  
MICHAEL GRUDZIEN  
AVON, OH



**8**  
TIMOTHY STONE  
HARRISBURG, PA



**9**  
PABLO CASTRO GAULET  
LONG BEACH, CA



**10**  
EDWARD TIONGSON  
BIRMINGHAM, AL



**11**  
ASHLEY APPLON  
FORT WORTH, TX



**12**  
JUNETH ZAMBRANO DE GRASSO  
HOUSTON, TX



**13**  
JOHN GROSSHANS  
MERCER ISLAND, WA



**14**  
ADRIAN HORSHAM  
ALTAMONTE SPRINGS, FL



**15**  
HUSSEIN KUTKUT  
LAKEWOOD, OH



**16**  
ETHAN TOLBERT  
TROY, MI



**17**  
PHILLIP SORBERO  
DES PLAINES, IL



**18**  
JOSEPH SCIRIA  
BRUNSWICK, OH



**19**  
BRADLEY SULLIVAN  
HALIFAX, NS



**20**  
AUSTIN TIMMONS  
EL PASO, TX



**ICEBREAKERS**  
JUSTIN HAISHA  
STERLING HEIGHTS, MI



JESSICA BULZACCHELLI  
ROCHESTER, NY



JENNY TORRES DE VILLARROEL  
MIAMI, FL

## FEBRUARY

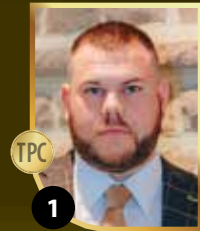
Rank	Net ALP	NTG	RET	MGA	SGA	
1	Nicholas Llewellyn	\$29,416	100	Mario Hajro	AO	
2	Alexus Hawkins	\$29,048	95	Justin Adams	Simon Arias	
3	Connor Koy	\$26,733	87	Alexander Gomez	Kevin Holtz	
4	Christina Konstanzer	\$26,523		87.3	Joseph Crivelli	Simon Arias
5	Kendall Goslee	\$24,136	100	Stella Roznovan	Cohen-Velasquez	
6	Sebastian Frydenberg	\$23,846	100	Sean Taylor	Moriah Chandler	
7	Michael Grudzien	\$23,166	100	Klaudio Martinaj	AO	
8	Timothy Stone	\$23,157	91	Weena Centeno-Wade	Greg Graham	
9	Pablo Castro Gaulet	\$22,079	100	Carol Fernandez	Sergio Carta	
10	Edward Tiongson	\$22,070	100	Sean Taylor	Moriah Chandler	
11	Ashley Applon	\$21,553	99	Robert Hepler	Washington-Washington	
12	Juneth Zambrano De Grasso	\$21,345	93	Augusto Arango	Jesus Romero	
13	John Grosshans	\$21,325	95	Zackarea Hakim	AO	
14	Adrian Horsham	\$21,301	94		Henderson-Locker	
15	Hussein Kutkut	\$21,106	93	Andi Iftiu	AO	
16	Ethan Tolbert	\$20,587	94	Steven King	Darcy Schrieber	
17	Phillip Sorbero	\$19,988	90	Giovanni Vacca	Tommy Vena	
18	Joseph Sciria	\$19,569	90	Derek Foore	S-S-Parks-Salvaggi	
19	Bradley Sullivan	\$19,148	96	Daniel Orr	Satti-Kanaan-Wheeler	
20	Austin Timmons	\$19,121	100	Nick Scordos	AO	
21	Torian Fields	\$19,019	100	Ashley Rust	AO	
22	Lawrence Lavarez	\$18,804	99	Zach Otto	Sabrina Lloyd	
23	Henry Long	\$18,605	86	Joseph Gojcaj	AO	
24	Anthony Ruggiero	\$18,593	98	Bledar Bane	AO	
25	Alexander Nachman	\$18,347		83.6	Michael Maloney	Simon Arias
26	Justin Haisha	\$17,926	89	Mark Dushaj	AO	
27	Natalie Mauder	\$17,248	94	Sierra Hartwig	S-S-Bendure-Hartwig	
28	Craig Fernandez	\$16,730	89	Jonathan Da-Al	Steve Friedlander	
29	Jessica Bulzacchelli	\$16,718	100	John Santosuosso	Brett Gryska	
30	Brandon Freeman	\$16,482		92.3	Tristan A Smith	Simon Arias
31	John Lombardi	\$15,956	97	Jared Guglielmino	Giglione-Ackerman	
32	Alex Tran	\$15,718	93	Braydon Cameron	Simon Arias	
33	Jenny Torres De Villarroel	\$15,545	100	Aldo Ramirez Marinelli	Beto Quintero	
34	Shelbie Pagan	\$15,207	100	Stuart Pagan	Mathew Hart	
35	Victor Fernandes	\$14,904	99	Sean Taylor	Moriah Chandler	
36	Zachary McCormack	\$14,894	96	Joshua Olin	AO	
37	Jamie Higa	\$14,883	100	Blake Higuchi	AO	
38	Francesco Romano	\$14,814		84.3	Braydon Cameron	Simon Arias
39	Kambryn Holley	\$14,769	91	Kristi Mills	Stephen Jubrey	
40	George Dominguez	\$14,738	96	Jeffrey Espinal	Theodore Pappas	
41	Kyle Carpenter	\$14,671	100	Jillian Getz	AO	
42	Blaine Fuller	\$14,554	98	Joseph Tomanovich	AO	
43	Jacqueline Sullivan	\$14,534	92	Joseph Tomanovich	AO	
44	Ryley Lussier	\$14,420	100	James Sodan	Nick Moore	
45	Maria Stelling	\$14,326	96	Carlos De Sousa Cardozo	Mauro Capozucca	
46	Windy Valencia	\$14,210	90	Carlos De Sousa Cardozo	Mauro Capozucca	
47	Jesus Luarda	\$14,013		86.9	Aaron Piotrowski	Sabrina Lloyd
48	Crystal Mekdarasack	\$13,947	99	Ashlynn Orng	AO	
49	Louie Gonzalez	\$13,894	100	Bruce Alford	AO	
50	Javier Diaz	\$13,789	93		Henderson-Locker	

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Franko Bilbili	\$172,563		88.4	Arif Hajro	AO
*2	Alexus Hawkins	\$59,543	95		Justin Adams	Simon Arias
*3	Christina Konstanzer	\$55,785		87.3	Joseph Crivelli	Simon Arias
*4	Hussein Kutkut	\$51,822	93		Andi Iftiu	AO
*5	Sebastian Frydenberg	\$49,935	100		Sean Taylor	Moriah Chandler
*6	Sergio Hernandez	\$49,732	94			Henderson-Locker
*7	Mohammed Majali	\$49,678	94		Karen Salek-Cuzmar	Henderson-Locker
*8	Nicholas Llewellyn	\$49,578	100		Mario Hajro	AO
*9	Windy Valencia	\$47,955	90		Carlos De Sousa Cardozo	Mauro Capozucca
*10	Alex Tran	\$47,802	93		Braydon Cameron	Simon Arias
11	Javier Diaz	\$46,464	93			Henderson-Locker
12	Humberto Romero	\$46,346	92			Henderson-Locker
13	Connor Koy	\$44,914	87		Alexander Gomez	Kevin Holtz
14	Timothy Stone	\$44,161	91		Weena Centeno-Wade	Greg Graham
15	Ethan Tolbert	\$43,772	94		Steven King	Darcy Schrieber
16	Samir Beydoun	\$43,057	100		Clayton Slaughter	Michael Vasu
17	Pablo Castro Gaulet	\$42,609	100		Carol Fernandez	Sergio Carta
18	Carol Fernandez	\$42,175	93		Carol Fernandez	Sergio Carta
19	Joseph Sciria	\$42,035	90		Derek Foore	S-S-Parks-Salvaggi
20	Adrian Horsham	\$41,785	94			Henderson-Locker
21	Michael Dejesus	\$41,707	92		Bruno Nuro	AO
22	Francesco Romano	\$41,485		84.3	Braydon Cameron	Simon Arias
23	Anthony Ruggiero	\$40,338	98		Bledar Bane	AO
24	Montzer Alwatan	\$39,564	96		Joseph Gojcaj	AO
25	Brandon Freeman	\$38,468		92.3	Tristan A Smith	Simon Arias
26	Ashley Applon	\$37,832	99		Robert Hepler	Washington-Washington
27	Ty Burkholder	\$37,551	94		Dillon Zartman	S-S-Bendure-Hartwig
28	Tayari Otis	\$37,490	87			Henderson-Locker
29	Patrice Charles	\$37,393		91.5	Shereen Catalano	Simon Arias
30	Juneth Zambrano De Grasso	\$36,603	93		Augusto Arango	Jesus Romero
31	David Gallagher	\$36,186		75.4	Bledar Bane	AO
32	Christopher King	\$36,004	96		Karen Salek-Cuzmar	Henderson-Locker
33	Austin Timmons	\$35,973	100		Nick Scordos	AO
34	Edward Tiongson	\$35,384	100		Sean Taylor	Moriah Chandler
35	Mam Samba	\$34,970	98		Arif Hajro	AO
36	Aiman Almaweri	\$33,904	97		Steven King	Darcy Schrieber
37	Cameron Taylor	\$33,812	83		Mohamad Awdi	AO
38	Zachary McCormack	\$33,431	96		Joshua Olin	AO
39	Alexander Nachman	\$33,410		83.6	Michael Maloney	Simon Arias
40	Kyler Burgess	\$33,276	99		Jimmie Parsons	Simon Arias
41	Lawrence Lavarez	\$32,726	99		Zach Otto	Sabrina Lloyd
42	Carissa Saad	\$32,361	100		Arturo Romero	S-S-Parks-Salvaggi
43	Crystal Mekdarasack	\$31,695	99		Ashlynn Orng	AO
44	Tomlin Douglas	\$31,443	91		Juan Leonardo	Giglione-Ackerman
45	Sean Melaven	\$31,346	96		Timothy Wilson	Prata-Wilson
46	Alex Cho	\$31,331	94		Klaudio Martinaj	AO
47	Susan Quassani	\$30,670	97		Anthony Marsella	Fisher-Hall
48	Haley Pflieger	\$29,886	100		Brandon Hughes	AO
49	Colten Rice	\$29,781	92		Ian Zollos	S-S-Parks-Salvaggi
50	Jessica Yates	\$29,496		84.7	Phi Phan	Desi Dimitrova

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

TPC = 2023 Top Producer Council Member



**1**  
JOSHUA DISHONG  
COLUMBUS, OH



**2**  
DANIEL PARAVISINI  
GRANDVIEW, MO



**3**  
MARSHALL FERNANDEZ  
RED DEER, AB



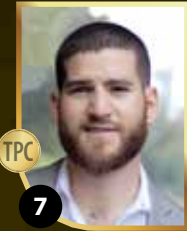
**4**  
SCOTT WHITFORD  
MEDIA, PA



**5**  
FIRAT UCAR  
CANFIELD, OH



**6**  
ALEXANDRA LONGO  
CORONA, CA



**7**  
ABRAHAM MOGILEVSKY  
DULUTH, GA



**8**  
CARMEN ARROYO  
LONG ISLAND CITY, NY



**9**  
NIKOLLA LULGJURAJ  
ROCHESTER, MI



**10**  
MICHELE STEWART  
SAN DIEGO, CA



**11**  
KEMAR THOMPSON  
LOMBARD, IL



**12**  
ALVIN ALI  
CONCORD, CA



**13**  
DAMON STROUP  
TRACY, CA



**14**  
OLEG NOVITCHII  
BRUNSWICK, OH



**15**  
MICHAEL VAN DELFT  
HALIFAX, NS



**16**  
MUHAMMED ASHRAF  
LONG ISLAND CITY, NY



**17**  
PHI PHAN  
SAN DIMAS, CA



**18**  
JOEY KENNEDY  
HENDERSONVILLE, TN



**19**  
MEENAKSHI CHAVIS  
CONCORD, CA



**20**  
SARAH SALEIM  
CHANDLER, AZ

## FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Joshua Dishong	\$73,077	83.3	Joshua Dishong	S-S-Bendure-Hartwig
2	Daniel Paravisini	\$59,905	93.3	Daniel Li	AO
3	Marshall Fernandez	\$57,415	84.7	Alon Barnur	AO
4	Scott Whitford	\$51,559	84.8	Alberto Alcala	Ryan Bisanz
5	Firat Ucar	\$51,360	86.1	Bledar Bane	AO
6	Alexandra Longo	\$44,356	85.5	Alexandra Longo	Hart-Lewicki
7	Abraham Mogilevsky	\$42,871	85.9	Tami Chaimov	Jamison Weatherspoon
8	Carmen Arroyo	\$42,525	87.6	Carmen Arroyo	Theodore Pappas
9	Nikolla Lulgjuraj	\$38,772	89.8	Mark Dushaj	AO
10	Michele Stewart	\$38,461	77.7	Andi Iftiu	AO
11	Kemar Thompson	\$37,734	77.8	David Wang	Arias-Dlabik
12	Alvin Ali	\$37,696	83.5		Andrew McQuade
13	Damon Stroup	\$36,800	78.0		Mathew Hart
14	Oleg Novitchii	\$35,206	84.0	Eric Thompson	S-S-Parks-Salvaggi
15	Michael van Delft	\$33,117	82.8		Satti-Kanaan-Wheeler
16	Muhammed Ashraf	\$31,844	85.7	Muhammed Ashraf	Theodore Pappas
17	Phi Phan	\$31,732	87.4	Phi Phan	Desi Dimitrova
18	Joey Kennedy	\$31,136	88.3	Bobby Hamilton	AO
19	Meenakshi Chavis	\$30,762	79.8		Andrew McQuade
20	Sarah Saleim	\$30,689	97.4	Sarah Saleim	AO
21	Roger Fung	\$30,281	82.4	Roger Fung	Mathew Hart
22	Alex Miller	\$29,243	87.5		Cohen-Velasquez
23	Marjory Murat	\$28,944	80.6	Cody Gardner	Albert Serur
24	Lily Sakai	\$28,056	90.0		Cohen-Velasquez
25	Michael Ellis	\$26,968	87.4	Paul Rumbuc	AO
26	Austin Rockall	\$24,252	81.2	Sara Vaz	AO
27	Vanessa Rodriguez	\$23,844	88.0	Reynolds Akuamoaa	Theodore Pappas
28	Dalton Cassavoy	\$23,058	93.1	Jozef Tinaj	AO
29	Ashley Mysza	\$22,895	85.2	Giovanni Vacca	Tommy Vena
30	Max Quasem	\$22,478	96.8		Cohen-Velasquez
31	Mama Atetu	\$22,445	92.1	Alipate Makai	Steve Friedlander
32	Justin Diaz	\$22,243	80.9	Justin Diaz	Theodore Pappas
33	Yollette Mompont	\$21,929	80.1	Fritznel Octave	Tom Williams
34	Brandon Bennett	\$21,887	87.4	Brandon Bennett	Simon Arias
35	Christopher McGlynn	\$21,820	88.9	Mike Paragiou	S-S-Parks-Salvaggi
36	Sasha Oakes	\$21,682	93.0	Austen Oakes	Tommy Vena
37	Damaris Trejo	\$21,669	79.8	Zach Otto	Sabrina Lloyd
38	Bryan Juskiw	\$21,327	90.9	Bryan Juskiw	S-S-Bendure-Hartwig
39	Caren Deanda	\$21,314	83.2	Stuart Pagan	Mathew Hart
40	Tony Geer	\$21,050	85.3	Joshua Dishong	S-S-Bendure-Hartwig
41	Omaira Garces Ramonez	\$20,491	84.5	Klyo Vidal	Beto Quintero
42	Arturo Romero	\$20,394	85.8	Arturo Romero	S-S-Parks-Salvaggi
43	Magaly Una	\$20,374	79.0	Shahab Mahdavinejad	Theodore Pappas
44	Manique Sala	\$20,254	83.0	Manique Sala	Duni Olusegun
45	Jennifer Savino	\$19,949	91.9	Cody Gardner	Albert Serur
46	Juan Nunez	\$19,772	86.2		Cindy Furer
47	Nick Scordos	\$19,609	82.4	Nick Scordos	AO
48	Blair Sheppard	\$19,599	82.5	Brandon Summerton	AO
49	Andrea Laurent	\$19,530	89.8	Justin Adams	Simon Arias
50	Ryan Parrish	\$19,296	76.5	Jesse Rennich	Simon Arias

ALL TIME RECORD: \$313,990 Net ALP — JOE TOMANOVICH

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Firat Ucar	\$225,018	86.1	Bledar Bane	AO
*2	Joshua Dishong	\$158,957	83.3	Joshua Dishong	S-S-Bendure-Hartwig
*3	Ervin Metaj	\$115,852	81.1	Taulant Bane	AO
*4	Carmen Arroyo	\$103,530	87.6	Carmen Arroyo	Theodore Pappas
*5	Scott Whitford	\$91,588	84.8	Alberto Alcala	Ryan Bisanz
*6	Oleg Novitchii	\$89,757	84.0	Eric Thompson	S-S-Parks-Salvaggi
*7	Muhammed Ashraf	\$86,773	85.7	Muhammed Ashraf	Theodore Pappas
*8	Daniel Paravisini	\$86,356	93.3	Daniel Li	AO
*9	Brandon Bennett	\$84,986	87.4	Brandon Bennett	Simon Arias
*10	Roger Fung	\$81,935	82.4	Roger Fung	Mathew Hart
11	Alexandra Longo	\$75,980	85.5	Alexandra Longo	Hart-Lewicki
12	Jihad Ottallah	\$73,035	81.4	Matthew Conrad	S-S-Parks-Salvaggi
13	Aaron Ebel	\$72,595	88.0	Arif Hajro	AO
14	Michael van Delft	\$71,468	82.8		Satti-Kanaan-Wheeler
15	Alvin Ali	\$67,126	83.5		Andrew McQuade
16	Joey Kennedy	\$64,506	88.3	Bobby Hamilton	AO
17	Marjory Murat	\$64,368	80.6	Cody Gardner	Albert Serur
18	Dmitry Pendro	\$64,035	86.0	Joseph Crivelli	Simon Arias
19	Michael Ellis	\$63,972	87.4	Paul Rumbuc	AO
20	Abraham Mogilevsky	\$63,931	85.9	Tami Chaimov	Jamison Weatherspoon
21	Tyler Teague	\$63,289	84.4	Tyler Teague	S-S-Bendure-Hartwig
22	Phi Phan	\$61,645	87.4	Phi Phan	Desi Dimitrova
23	Nikolla Lulgjuraj	\$61,618	89.8	Mark Dushaj	AO
24	Kemar Thompson	\$61,104	77.8	David Wang	Arias-Dlabik
25	Dillon Zartman	\$60,708	81.8	Dillon Zartman	S-S-Bendure-Hartwig
26	Bryan Juskiw	\$60,646	90.9	Bryan Juskiw	S-S-Bendure-Hartwig
27	Bruno Nuro	\$60,065	82.9	Taulant Bane	AO
28	Ashley Mysza	\$59,117	85.2	Giovanni Vacca	Tommy Vena
29	Kristi Basho	\$58,894	90.4	Kristi Basho	AO
30	Damon Stroup	\$57,288	78.0		Mathew Hart
31	Salaur Khorrami	\$56,920	86.2	Zackarea Hakim	AO
32	Alex Miller	\$56,428	87.5		Cohen-Velasquez
33	Damaris Trejo	\$55,298	79.8	Zach Otto	Sabrina Lloyd
34	Nicholas Chuma	\$54,958	91.9	Nicholas Chuma	S-S-Bendure-Hartwig
35	Arturo Romero	\$54,036	85.8	Arturo Romero	S-S-Parks-Salvaggi
36	Lily Sakai	\$53,494	90.0		Cohen-Velasquez
37	Marshall Fernandez	\$52,836	84.7	Alon Barnur	AO
38	Michele Stewart	\$51,866	77.7	Andi Iftiu	AO
39	Nick Scordos	\$50,685	82.4	Nick Scordos	AO
40	Sarah Saleim	\$50,464	97.4	Sarah Saleim	AO
41	Jeffrey Tillman	\$49,818	76.2	Avion Johnson	S-S-Bendure-Hartwig
42	Connor O'Donnell	\$48,183	89.5	Arturo Romero	S-S-Parks-Salvaggi
43	Rebecca Amundson	\$47,434	81.5	Dustin Hess	Simon Arias
44	Jessica Chang	\$46,962	89.5	Jessica Chang	AO
45	Meenakshi Chavis	\$46,559	79.8		Andrew McQuade
46	Blair Sheppard	\$46,216	82.5	Brandon Summerton	AO
47	Tina Nelson	\$46,177	82.8		Mark Beckford
48	Kevin Ishikane	\$44,854	92.5	Blake Higuchi	AO
49	Cathy Dishong	\$44,478	88.4	Joshua Dishong	S-S-Bendure-Hartwig
50	Max Quasem	\$43,604	96.8		Cohen-Velasquez

ALL TIME RECORD: \$1,362,471 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$5,157,452 Net ALP — JOSHUA DISHONG 02/28/23

# SUPERVISING AGENTS



**1**  
MONTZER ALWATAN  
SOUTHGATE, MI



**2**  
ETHAN TOLBERT  
TROY, MI



**3**  
GABRIEL FERNOS  
SPOKANE, WA



**4**  
DYLAN MCKINNEY  
WEXFORD, PA



**5**  
LUIS ALVAREZ  
HOUSTON, TX



**6**  
LISA DOHMEN  
OMAHA, NE



**7**  
NOELIA CHAVEZ  
CHARLOTTE, NC



**8**  
JACE ELERICK  
DES PLAINES, IL



**9**  
CHARLES GANGLOFF  
METAIRIE, LA



**10**  
ANGEL MARQUEZ  
DORAL, FL

## FEBRUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Montzer Alwatan	\$36,836	\$37,028	88	Joseph Gojcaj	AO
2	Ethan Tolbert	\$28,819	\$56,651	94	Steven King	Darcy Schrieber
3	Gabriel Fernos	\$21,770	\$21,770	97	Ashlynn Orng	AO
4	Dylan McKinney	\$21,563	\$29,269	89	Jonathan Rindt	Simon Arias
5	Luis Alvarez	\$21,124	\$26,834	95	Alejandra Larez Morales	Jesus Romero
6	Lisa Dohmen	\$20,265	\$23,350	94		Tiffany Wagner
7	Noelia Chavez	\$20,191	\$22,469	97	Rossana Carruyo Parra	West-Shogar-Moody
8	Jace Elerick	\$19,283	\$20,716	98	Giovanni Vacca	Tommy Vena
9	Charles Gangloff	\$18,772	\$24,981		81.3	Denis-Michael Catalano
10	Angel Marquez	\$17,247	\$20,960	100	Taleb Jammoul Hajali	Walter Icaza
11	Lawrence Pryor	\$16,533	\$23,424	90	Joseph Crivelli	Simon Arias
12	Oscar Alvarez	\$15,545	\$21,410	100	Aldo Ramirez Marinelli	Beto Quintero
13	Christopher Braun	\$15,447	\$15,447	89	Mario Hajro	AO
14	Sandra Perez Espinal	\$15,291	\$25,680	96	Iv Menache	Albert Serur
15	Desira Glenn	\$15,136	\$20,669	95	Trevor Hawkins	Michael Vasu
16	Dane Nixon	\$14,800	\$18,521	95	Ian Zollos	S-S-Parks-Salvaggi
17	Crystal Mekdarasack	\$13,417	\$13,417	100	Ashlynn Orng	AO
18	Jayne Valle	\$13,214	\$16,072	92	Andrew Bishop	AO
19	Martin Correa Avila Robb	\$12,920	\$15,078	91	Tanner West	Michael Vasu
20	Marisone Navor	\$12,544	\$15,931	99	Kelechi Anele	AO

ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE

# GENERAL AGENTS



**1**  
MOHAMED ALJAHMI  
DEARBORN, MI



**2**  
ZAKARIA ELGAHMI  
TROY, MI



**3**  
DAMARIS TREJO  
BARRINGTON, IL



**4**  
ORNELA MARTINAJ  
CLEVELAND, OH



**5**  
MITZI HOLMES  
FORT WORTH, TX



**6**  
TYLER LAN  
LAKEWOOD, CA



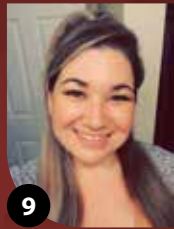
**7**  
CHRISTOPHER MONTONI  
BRUNSWICK, OH



**8**  
TAMMIE SULLIVAN  
DALLAS, TX



**9**  
SAMANTHA GARCIA  
SPOKANE, WA



**10**  
JESSICA YATES  
SAN DIMAS, CA

## FEBRUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Mohamed Aljahmi	\$56,645	\$63,556	92	Joseph Gojcaj	AO	
2	Zakaria Elgahmi	\$48,614	\$89,364	94	Steven King	Darcy Schrieber	
3	Damaris Trejo	\$46,982	\$82,859	100	Zach Otto	Sabrina Lloyd	
4	Ornela Martinaj	\$45,574	\$13,806	81	Klaudio Martinaj	AO	
5	Mitzi Holmes	\$43,515	\$54,996	95	Robert Hepler	Washington-Washington	
6	Tyler Lan	\$40,907	\$57,168	90	Ashlynn Orng	AO	
7	Christopher Montoni	\$36,620	\$50,912	92	Ian Zollos	S-S-Parks-Salvaggi	
8	Tammie Sullivan	\$36,033	\$47,801	95	Kristi Mills	Stephen Jubrey	
9	Samantha Garcia	\$33,969	\$48,131	93	Andrew Bishop	AO	
10	Jessica Yates	\$33,688	\$40,683	94	Phi Phan	Desi Dimitrova	
11	Alex Jankowski	\$33,680	\$53,878	90	Jonathan Rindt	Simon Arias	
12	Zachary Marshall	\$30,222	\$29,346	94	Noah Vongunden	Simon Arias	
13	Paola Asaro Avila	\$28,739	\$31,794	100	Aldo Ramirez Marinelli	Beto Quintero	
14	Race Rogers	\$27,757	\$29,872	94	Mickey Adkins	Darcy Schrieber	
15	Alejandro Jardon	\$26,517	\$32,870	95	Parveen Lakhani	Sabrina Lloyd	
16	Arthur Simpson	\$26,001	\$36,045	92	Steven Dell	Simon Arias	
17	Mitchell Hambley	\$23,876	\$26,882	96	Adam Kidikas	Josh West	
18	Breyon Williams	\$23,865	\$37,211		84.4	Chris McFoy	Andrew McQuade
19	Brady Basinger	\$23,566	\$40,343	93	Nicholas Chuma	S-S-Bendure-Hartwig	
20	Carlos Navas	\$23,391	\$56,022	95	Klyo Vidal	Beto Quintero	

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

## YTD

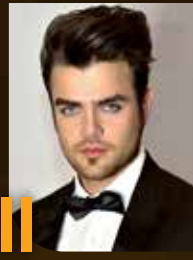
Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Mohamed Aljahmi	\$132,313	\$161,616	92	Joseph Gojcaj	AO	
*2	Zakaria Elgahmi	\$124,283	\$177,164	94	Steven King	Darcy Schrieber	
*3	Tyler Lan	\$85,853	\$142,499	90	Ashlynn Orng	AO	
*4	Christopher Montoni	\$85,221	\$114,719	92	Ian Zollos	S-S-Parks-Salvaggi	
*5	Mitzi Holmes	\$74,438	\$92,452	95	Robert Hepler	Washington-Washington	
6	Joshua Butrey	\$74,072	\$105,875	94	Ian Zollos	S-S-Parks-Salvaggi	
7	Damaris Trejo	\$73,639	\$141,536	100	Zach Otto	Sabrina Lloyd	
8	Ornela Martinaj	\$72,667	\$41,236	81	Klaudio Martinaj	AO	
9	Nicole Bolognesi	\$61,642	\$80,659	94	Jorge Toribio	Theodore Pappas	
10	Arthur Simpson	\$60,523	\$81,071	92	Steven Dell	Simon Arias	
11	Samantha Garcia	\$57,837	\$99,551	93	Andrew Bishop	AO	
12	Troy Henderson	\$57,585	\$95,393	96	William Thomas	S-S-Parks-Salvaggi	
13	Sara Lantz	\$57,359	\$74,932	94	Joshua McTier	Matthew Turnquist	
14	Zachary Marshall	\$57,200	\$80,489	94	Noah Vongunden	Simon Arias	
15	Carlos Navas	\$54,977	\$115,181	95	Klyo Vidal	Beto Quintero	
16	Alex Jankowski	\$53,749	\$104,517	90	Jonathan Rindt	Simon Arias	
17	Tammie Sullivan	\$51,538	\$74,239	95	Kristi Mills	Stephen Jubrey	
18	Breyon Williams	\$50,252	\$74,848		84.4	Chris McFoy	Andrew McQuade
19	Alejandro Jardon	\$49,818	\$67,968	95	Parveen Lakhani	Sabrina Lloyd	
20	Brady Basinger	\$49,792	\$74,911	93	Nicholas Chuma	S-S-Bendure-Hartwig	

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

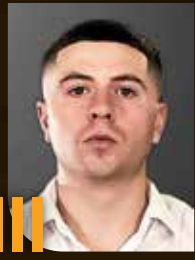
## CATEGORIES I-XII



**ZACH OTTO**  
BARRINGTON, IL



**ROMAL OMID**  
TRACY, CA



**JOSEPH CRIVELLI**  
WEXFORD, PA



**TALEB JAMMOUL HAJALI**  
DORAL, FL



**PHI PHAN**  
SAN DIMAS, CA



**JONATHAN RINDT**  
WEXFORD, PA



**MATTHEW ABDO**  
GRANDVIEW, MO



**CHILYNN ACEVEDO**  
RIVERSIDE, RI



**MATTHEW WARD**  
NOBLESVILLE, IN



**JAMES SODAN**  
GRANDVIEW, MO



**ED-MAGGIE MYRTHIL**  
LONG ISLAND CITY, NY



**DANIEL ORR**  
HALIFAX, NS

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XXI with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2024 Awards Presentation are the top MGA per category from Categories I-XXI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Zach Otto</b>	13.1%	\$206,593	\$182,632	82.7		Sabrina Lloyd
<b>II Romal Omid</b>	65.9%	\$115,461	\$69,607	78.9		Mathew Hart
Clayton Slaughter	58.4%	\$135,940	\$85,847	81.3		Michael Vasu
Joshua Dishong	15.1%	\$117,836	\$102,396	83.8		S-S-Bendure-Hartwig
<b>III Joseph Crivelli</b>	112.3%	\$206,618	\$97,340	83.3		Simon Arias
Steven King	99.1%	\$145,728	\$73,196	81.1		Darcy Schrieber
Spencer Kozej	12.1%	\$102,510	\$91,459	80.8		Simon Arias
<b>IV Taleb Jammoul Hajali</b>	129.8%	\$153,231	\$66,688	79.4		Walter Icaza
Giovanni Vacca	119.8%	\$76,283	\$34,700	85.7		Tommy Vena
Bledar Bane	85.9%	\$90,257	\$48,559	82.5		AO
<b>V Phi Phan</b>	49.4%	\$96,482	\$64,565	85.2		Desi Dimitrova
<b>VI Jonathan Rindt</b>	150.5%	\$186,653	\$74,509	78.6		Simon Arias
Aaron Piotrowski	74.1%	\$65,137	\$37,412	80.5		Sabrina Lloyd
Jhanna Valerio Vivas	65.3%	\$79,031	\$47,805	82.7		Beto Quintero
<b>VII Matthew Abdo</b>	120.7%	\$76,569	\$34,700	87.5		Nick Moore
Daniel Pacheco	38.9%	\$62,300	\$44,865	78.6		Beto Quintero
Tyler Church	37.0%	\$61,992	\$45,238	79.6		Moore-DeFurio
<b>VIII Chilynn Acevedo</b>	71.6%	\$80,357	\$46,825	79.2		Fisher-Zuzick
Beau Minnick	49.3%	\$80,218	\$53,720	76.9		S-S-Bendure-Hartwig
Steven Warner	38.9%	\$80,311	\$57,813	82.2		AO
<b>IX Matthew Ward</b>	43.3%	\$56,564	\$39,483	84.8		Josh West
Elvis Cartaya	26.2%	\$68,132	\$53,994	85.2		AO
Nicholas Chuma	24.4%	\$85,592	\$68,828	81.5		S-S-Bendure-Hartwig
<b>X James Sodan</b>	107.1%	\$71,856	\$34,700	82.1		Nick Moore
Justin Adams	64.5%	\$71,741	\$43,618	81.2		Simon Arias
<b>XI Ed-Maggie Myrthil</b>	113.6%	\$102,459	\$47,974	81.6		Theodore Pappas
Tanner West	40.3%	\$48,684	\$34,700	85.0		Michael Vasu
Eric Snyder	20.1%	\$42,522	\$35,397	82.5		Simon Arias
<b>XII Daniel Orr</b>	115.3%	\$74,715	\$34,700	81.1		Satti-Kanaan-Wheeler
Jesus Parra	14.5%	\$47,459	\$41,451	81.1		Cohen-Velasquez
Derek Johnson	11.8%	\$38,789	\$34,700	85.5		Cohen-Velasquez

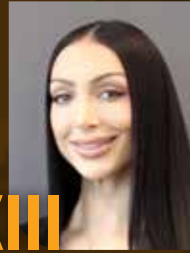
ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mark Dushaj</b>	32.3%	\$993,343	\$750,740	85.5		AO
Chris La Fond	27.0%	\$334,900	\$263,678	84.5		AO
Arif Hajro	15.0%	\$532,320	\$462,912	86.1		AO
<b>II Joseph Tomanovich</b>	42.7%	\$278,102	\$194,862	78.1		AO
Jenny Kim	40.3%	\$269,009	\$191,685	85.1		AO
Joshua Dishong	24.3%	\$267,407	\$215,088	83.8		S-S-Bendure-Hartwig
<b>III Joseph Crivelli</b>	178.9%	\$494,763	\$177,380	83.3		Simon Arias
Steven King	80.1%	\$329,875	\$183,183	81.1		Darcy Schrieber
Meaghan Krecsko	27.6%	\$211,293	\$165,581	86.3		AO
<b>IV Bledar Bane</b>	109.0%	\$334,821	\$160,184	82.5		AO
Taleb Jammoul Hajali	48.5%	\$239,401	\$161,240	79.4		Walter Icaza
Jeffrey Espinal	46.6%	\$249,957	\$170,465	82.1		Theodore Pappas
<b>V Ian Zollos</b>	78.4%	\$248,008	\$139,015	78.8		S-S-Parks-Salvaggi
Phi Phan	38.8%	\$190,988	\$137,584	85.2		Desi Dimitrova
<b>VI Jonathan Rindt</b>	233.4%	\$402,386	\$120,677	78.6		Simon Arias
Jhanna Valerio Vivas	53.9%	\$180,231	\$117,114	82.7		Beto Quintero
Ashley Rust	42.4%	\$168,978	\$118,623	82.3		AO
<b>VII Matthew Abdo</b>	85.1%	\$191,550	\$103,506	87.5		Nick Moore
Tyler Church	49.2%	\$170,251	\$114,114	79.6		Moore-DeFurio
William Thomas	46.3%	\$156,387	\$106,919	78.4		S-S-Parks-Salvaggi
<b>VIII Beau Minnick</b>	84.7%	\$184,664	\$99,978	76.9		S-S-Bendure-Hartwig
Chilynn Acevedo	71.3%	\$162,960	\$95,135	79.2		Fisher-Zuzick
Steven Warner	49.1%	\$145,494	\$97,611	82.2		AO
<b>IX Nicholas Chuma</b>	367.8%	\$416,379	\$89,011	81.5		S-S-Bendure-Hartwig
Zachery Kertulis	94.8%	\$176,612	\$90,682	80.6		S-S-Parks-Salvaggi
Elvis Cartaya	57.9%	\$143,786	\$91,084	85.2		AO
<b>X James Sodan</b>	75.4%	\$146,610	\$83,601	82.1		Nick Moore
Nicole Preston	74.9%	\$139,672	\$79,864	76.1		Kris Thieme
Justin Adams	73.9%	\$137,860	\$79,277	81.2		Simon Arias
<b>XI John Santosuosso</b>	139.3%	\$176,192	\$73,621	79.0		Brett Gryska
Ed-Maggie Myrthil	134.8%	\$180,664	\$76,944	81.6		Theodore Pappas
Mayra Robles	54.3%	\$111,860	\$72,481	81.0		Michael Vasu
<b>XII Brandon Hughes</b>	117.5%	\$150,940	\$69,400	83.7		AO
Daniel Orr	95.9%	\$135,968	\$69,400	81.1		Satti-Kanaan-Wheeler
William Parmeter	71.8%	\$119,814	\$69,760	82.7		Brett Gryska

ALL TIME RECORD: \$4,654,183 Net ALP — ENO IFTIU

## CATEGORIES XIII-XXI & ROOKIE



**XIII**  
ALEXANDRA LONGO  
CORONA, CA



**XIV**  
STELLA ROZNOVAN  
LOS ANGELES, CA



**XV**  
ABIGAIL LUNA RODRIGUEZ  
COCHRANE, AB



**XVI**  
CONOR MARKINS  
WEXFORD, PA



**XVII**  
JONATHAN PHILLIPS  
LITTLE ROCK, AR



**XVIII**  
GABRIELA SIME  
RIVERSIDE, RI



**XXI**  
MARIO HAJRO  
SAN CLEMENTE, CA



**Rookie**  
KLYO VIDAL  
MIAMI, FL

### FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII</b> <b>Alexandra Longo</b>	79.3%	\$64,185	\$35,793	86.8	Hart-Lewicki	
David Bilotti	68.8%	\$58,573	\$34,700	82.0	Corey Neff	
Magda Figueiredo	56.0%	\$73,559	\$47,152	85.6	Giglione-Ackerman	
<b>XIV</b> <b>Stella Roznovan</b>	153.7%	\$88,043	\$34,700	76.1	Cohen-Velasquez	
Tucker Gregor	56.2%	\$66,907	\$42,844	84.6	West-Moody	
Ross Ewen	38.6%	\$48,103	\$34,700	80.8	Kevin Holtz	
<b>XV</b> <b>Abigail Luna Rodriguez</b>	42.2%	\$49,349	\$34,700	85.4	AO	
Johnny Ly	41.6%	\$49,146	\$34,700	82.6	Giglione-Ackerman	
Noe Perez	11.5%	\$38,678	\$34,700	80.1	Saavedra-Longino	
<b>XVI</b> <b>Conor Markins</b>	69.4%	\$58,789	\$34,700	82.1	Simon Arias	
Alyssa Libby	12.2%	\$38,919	\$34,700	80.9	Cindy Furer	
<b>XVII</b> <b>Jonathan Phillips</b>	83.0%	\$63,484	\$34,700	79.9	Ralston-Ralston	
Carmen Pena Guedez	76.5%	\$61,232	\$34,700	87.7	Jesus Romero	
Omar Billy	55.3%	\$53,892	\$34,700	80.4	Jamison Weatherspoon	
<b>XVIII</b> <b>Gabriela Sime</b>	111.1%	\$73,262	\$34,700	85.2	Fisher-Zuzick	
Stuart Pagan	99.2%	\$69,136	\$34,700	85.8	Mathew Hart	
Robin Gonzalez	84.4%	\$63,988	\$34,700	89.2	Phillip Waisman	
<b>XXI</b> <b>Mario Hajro</b>	66.9%	\$57,903	\$34,700	84.5	AO	
Taulant Bane	21.0%	\$42,003	\$34,700	80.1	AO	

ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

### FEBRUARY ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie</b> <b>Klyo Vidal</b>	194.5%	\$67,481	\$34,700	160,998	93		Beto Quintero
Joseph Gojcay	190.1%	\$65,980	\$34,700	79,086	91		AO
Sean Taylor	178.7%	\$61,994	\$34,700	62,429	90		Moriah Chandler
Robert Hepler	155.8%	\$54,066	\$34,700	55,717	93		Washington-Washington
Ryan Martin	133.5%	\$46,324	\$34,700	71,890		82.6	Moore-DeFurio
Klaudio Martinaj	130.6%	\$45,334	\$34,700	12,889		75.6	AO
Ashlynn Orng	128.5%	\$44,603	\$34,700	63,991		75.3	AO
Stephanie Burghardt	113.4%	\$39,364	\$34,700	54,306		81.7	Gryska-Boles
Sierra Hartwig	112.3%	\$38,955	\$34,700	45,261		79.3	S-S-Bendure-Hartwig
Joshua McTier	110.0%	\$38,175	\$34,700	53,686		80.5	Matthew Turnquist

### YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII</b> <b>Magda Figueiredo</b>	89.8%	\$131,689	\$69,400	85.6	Giglione-Ackerman	
Jorge Toribio	86.1%	\$129,152	\$69,400	79.3	Theodore Pappas	
David Bilotti	74.7%	\$121,217	\$69,400	82.0	Corey Neff	
<b>XIV</b> <b>Bruno Nuro</b>	121.4%	\$153,668	\$69,400	76.7	AO	
Chase Miller	119.0%	\$151,997	\$69,400	81.0	S-S-Bendure-Hartwig	
Tucker Gregor	117.7%	\$151,111	\$69,400	84.6	West-Moody	
<b>XV</b> <b>Johnny Ly</b>	56.2%	\$108,436	\$69,400	82.6	Giglione-Ackerman	
Francesca Veltri	43.2%	\$99,412	\$69,400	88.1	Giglione-Ackerman	
Craig Stropf	38.4%	\$96,049	\$69,400	79.9	Cindy Furer	
<b>XVI</b> <b>Conor Markins</b>	66.4%	\$115,455	\$69,400	82.1	Simon Arias	
Mark Bernsdorff	20.7%	\$83,742	\$69,400	78.7	Simon Arias	
<b>XVII</b> <b>Omar Billy</b>	94.8%	\$135,225	\$69,400	80.4	Jamison Weatherspoon	
Jonathan Phillips	63.2%	\$113,264	\$69,400	79.9	Ralston-Ralston	
Carmen Pena Guedez	57.9%	\$109,585	\$69,400	87.7	Jesus Romero	
<b>XVIII</b> <b>Gabriela Sime</b>	105.4%	\$142,523	\$69,400	85.2	Fisher-Zuzick	
Corey Helly	102.9%	\$140,838	\$69,400	83.8	Giglione-Ackerman	
Stuart Pagan	58.2%	\$109,766	\$69,400	85.8	Mathew Hart	
<b>XIX</b> <b>Willie Cummings</b>	15.7%	\$80,285	\$69,400	84.2	Slav Bitman	
<b>XXI</b> <b>Taulant Bane</b>	214.1%	\$218,000	\$69,400	80.1	AO	
Mario Hajro	42.5%	\$98,876	\$69,400	84.5	AO	

ALL TIME RECORD: \$4,654,183 Net ALP — ENO IFTIU

### YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie</b> <b>Joseph Gojcay</b>	205.6%	\$142,710	\$69,400	177,038	91		AO
Klyo Vidal	169.7%	\$117,802	\$69,400	298,288	93		Beto Quintero
Ryan Martin	158.0%	\$109,654	\$69,400	163,656		82.6	Moore-DeFurio
Sean Taylor	148.7%	\$103,226	\$69,400	101,327	90		Moriah Chandler
Yael Enriquez	138.1%	\$95,823	\$69,400	107,951		89.9	Mauro Capozucca
Joshua McTier	133.4%	\$92,613	\$69,400	117,995		80.5	Matthew Turnquist
Robert Hepler	130.7%	\$90,687	\$69,400	95,457	93		Washington-Washington
Stephanie Burghardt	128.5%	\$89,186	\$69,400	137,442		81.7	Gryska-Boles
Ashlynn Orng	124.5%	\$86,432	\$69,400	140,219		75.3	AO
Carlos De Sousa Cardozo	118.0%	\$81,900	\$69,400	82,065	93		Mauro Capozucca

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XXI with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2024 Awards Presentation are the top MGA per category from Categories I-XXI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.



## CATEGORIES I-VIII



**COREY HELLY**  
EDISON, NJ



**JENNY KIM**  
MILPITAS, CA



**ZACH OTTO**  
BARRINGTON, IL



**JOSEPH CRIVELLI**  
WEXFORD, PA



**DANIEL PACHECO**  
MIAMI, FL



**KLYO VIDAL**  
MIAMI, FL



**MARK DUSHAJ**  
WASHINGTON, MI



**JASON BRATIN**  
WEXFORD, PA

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2024 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Corey Helly</b>	4.0%	\$263,709	\$253,586		80.8	Giglione-Ackerman
<b>II Jenny Kim</b>	46.4%	\$149,244	\$101,960		81.1	AO
Brody Maughan-Evanson	21.6%	\$208,810	\$171,706		81.9	Simon Arias
<b>III Zach Otto</b>	90.5%	\$138,548	\$72,741		78.5	Sabrina Lloyd
David Quevillon	79.1%	\$184,597	\$103,077		79.8	Mathew Hart
Steven King	46.1%	\$155,678	\$106,526		77.8	Darcy Schrieber
<b>IV Joseph Crivelli</b>	69.3%	\$147,930	\$87,392	90		Simon Arias
Gabriela Sime	10.9%	\$115,296	\$103,930		80.6	Fisher-Zuzick
<b>V Daniel Pacheco</b>	334.6%	\$150,805	\$34,700		83.5	Beto Quintero
Jonathan Rindt	57.4%	\$125,314	\$79,621	87		Simon Arias
Brandon Summerton	48.8%	\$114,443	\$76,907		85.7	AO
<b>VI Klyo Vidal</b>	189.4%	\$108,557	\$37,512	95		Beto Quintero
Marissa Neff	125.3%	\$78,173	\$34,700		82.0	Corey Neff
Paul Samra	53.8%	\$84,245	\$54,786		86.2	Andrew McQuade
<b>VII Mark Dushaj</b>	607.7%	\$245,587	\$34,700		80.2	AO
Michael Cirelli	19.4%	\$41,427	\$34,700		85.8	Nick Moore
<b>VIII Jason Bratin</b>	38.1%	\$49,244	\$35,660		85.7	Simon Arias
William Parmeter	34.1%	\$57,600	\$42,937		84.7	Brett Gryska
Samy Jacques	19.2%	\$41,354	\$34,700		76.5	Tom Williams

ALL TIME RECORD: \$2,445,052 Net ALP — MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Taulant Bane</b>	79.8%	\$783,732	\$435,975		80.4	AO
Corey Helly	44.2%	\$572,099	\$396,869		80.8	Giglione-Ackerman
<b>II Brody Maughan-Evanson</b>	42.8%	\$495,100	\$346,786		81.9	Simon Arias
Eric Thompson	19.8%	\$370,546	\$309,308		80.7	S-S-Parks-Salvaggi
<b>III Britton Costa</b>	13.4%	\$304,450	\$268,467		75.9	Simon Arias
David Quevillon	10.5%	\$272,343	\$246,487		79.8	Mathew Hart
Steven King	10.3%	\$298,848	\$271,024		77.8	Darcy Schrieber
<b>IV Joseph Crivelli</b>	85.1%	\$414,601	\$223,979	90		Simon Arias
Chase Miller	70.5%	\$383,293	\$224,777		80.2	S-S-Bendure-Hartwig
Clayton Slaughter	30.1%	\$291,596	\$224,209		78.6	Michael Vasu
<b>V Jonathan Rindt</b>	65.4%	\$277,129	\$167,600	87		Simon Arias
Daniel Pacheco	61.6%	\$282,012	\$174,473		83.5	Beto Quintero
Mark Lahijani	54.0%	\$260,002	\$168,818		80.8	Theodore Pappas
<b>VI Nicholas Chuma</b>	81.6%	\$216,809	\$119,412		79.1	S-S-Bendure-Hartwig
Klyo Vidal	77.7%	\$213,837	\$120,361	95		Beto Quintero
James Marks	37.2%	\$180,322	\$131,403		78.8	Simon Arias
<b>VII Mark Dushaj</b>	345.4%	\$476,496	\$106,971		80.2	AO
Daisy Vasu	36.7%	\$132,635	\$97,059		83.1	Michael Vasu
Taurean Flournoy	26.6%	\$121,036	\$95,583		82.4	Weatherspoon-Harris
<b>VIII William Parmeter</b>	77.8%	\$152,865	\$85,997		84.7	Brett Gryska
Andrew Chambers	59.5%	\$144,153	\$90,379		77.1	Phillip Prata
Jason Bratin	40.0%	\$129,779	\$92,672		85.7	Simon Arias

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO

## CATEGORIES IX–XVI



**IX**

**SHAWN LEWICKI**  
CORONA, CA



**X**

**CARMEN PENA GUEDEZ**  
HOUSTON, TX



**XI**

**TOMARUS BURKS**  
POMPANO BEACH, FL



**XII**

**SYLVAIN KALOMBO**  
LANHAM, MD



**XIII**

**MATTHEW WARD**  
NOBLESVILLE, IN



**XIV**

**JUAN OLVERA**  
DALLAS, TX



**XVI**

**MACKENZIE BURCHETT**  
NOBLESVILLE, IN

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2024 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX</b> <b>Shawn Lewicki</b>	<b>79.3%</b>	<b>\$64,185</b>	<b>\$35,793</b>		<b>86.8</b>	<b>Hart-Lewicki</b>
Taleb Jammoul Hajali	39.8%	\$61,375	\$43,901	93		Walter Icaza
Patrick Donovan	35.9%	\$47,161	\$34,700		81.0	AO
<b>X</b> <b>Carmen Pena Guedez</b>	<b>128.5%</b>	<b>\$79,299</b>	<b>\$34,700</b>	<b>95</b>		<b>Jesus Romero</b>
Matthew Abdo	78.1%	\$61,784	\$34,700	99		Nick Moore
Michael Burningham	30.5%	\$45,272	\$34,700		84.2	AO
<b>XI</b> <b>Tomarus Burks</b>	<b>75.7%</b>	<b>\$60,971</b>	<b>\$34,700</b>	<b>91</b>		<b>Tom Williams</b>
Spencer Kozej	51.1%	\$52,441	\$34,700	97		Simon Arias
Tucker Gregor	34.7%	\$46,730	\$34,700		85.8	West-Moody
<b>XII</b> <b>Sylvain Kalombo</b>	<b>48.2%</b>	<b>\$51,424</b>	<b>\$34,700</b>	<b>97</b>		<b>Duni Olusegun</b>
Aaron Friedlander	40.7%	\$48,815	\$34,700		75.1	Steve Friedlander
Beau Minnick	32.0%	\$45,807	\$34,700	98		S-S-Bendure-Hartwig
<b>XIII</b> <b>Matthew Ward</b>	<b>12.4%</b>	<b>\$38,994</b>	<b>\$34,700</b>	<b>97</b>		<b>Josh West</b>
<b>XIV</b> <b>Juan Olvera</b>	<b>76.4%</b>	<b>\$61,208</b>	<b>\$34,700</b>	<b>92</b>		<b>Stephen Jubrey</b>
<b>XVI</b> <b>Mackenzie Burchett</b>	<b>49.8%</b>	<b>\$51,967</b>	<b>\$34,700</b>	<b>99</b>		<b>Josh West</b>
Tyler Church	28.0%	\$44,401	\$34,700	100		Moore-DeFurio

ALL TIME RECORD: \$2,445,052 Net ALP — MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX</b> <b>Taleb Jammoul Hajali</b>	<b>62.9%</b>	<b>\$121,913</b>	<b>\$74,819</b>	<b>93</b>		<b>Walter Icaza</b>
Jeffrey A Smith	61.2%	\$111,845	\$69,400		80.2	Simon Arias
Shawn Lewicki	57.0%	\$108,929	\$69,400		86.8	Hart-Lewicki
<b>X</b> <b>Carmen Pena Guedez</b>	<b>92.5%</b>	<b>\$133,628</b>	<b>\$69,400</b>	<b>95</b>		<b>Jesus Romero</b>
Matthew Abdo	88.3%	\$130,684	\$69,400	99		Nick Moore
Veronica Coval	70.5%	\$118,294	\$69,400		78.9	Fisher-Hall
<b>XI</b> <b>Spencer Kozej</b>	<b>66.1%</b>	<b>\$115,287</b>	<b>\$69,400</b>	<b>97</b>		<b>Simon Arias</b>
Tomarus Burks	66.0%	\$115,221	\$69,400	91		Tom Williams
Tucker Gregor	49.4%	\$103,682	\$69,400		85.8	West-Moody
<b>XII</b> <b>Sabrina Ashraf</b>	<b>46.9%</b>	<b>\$101,939</b>	<b>\$69,400</b>	<b>96</b>		<b>Theodore Pappas</b>
Sylvain Kalombo	38.3%	\$95,974	\$69,400	97		Duni Olusegun
Beau Minnick	20.6%	\$83,687	\$69,400	98		S-S-Bendure-Hartwig
<b>XIII</b> <b>Matthew Ward</b>	<b>9.4%</b>	<b>\$75,947</b>	<b>\$69,400</b>	<b>97</b>		<b>Josh West</b>
Willie Cummings	1.4%	\$70,356	\$69,400	98		Slav Bitman
<b>XIV</b> <b>Juan Olvera</b>	<b>37.2%</b>	<b>\$95,188</b>	<b>\$69,400</b>	<b>92</b>		<b>Stephen Jubrey</b>
<b>XVI</b> <b>Mackenzie Burchett</b>	<b>74.0%</b>	<b>\$120,732</b>	<b>\$69,400</b>	<b>99</b>		<b>Josh West</b>

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO

# LEGACY REGIONAL GENERAL AGENTS



**1**  
MARIO HAJRO  
SAN CLEMENTE, CA



**2**  
REYNOLDS AKUAMOA  
LONG ISLAND CITY, NY



**3**  
DAVID CARPENTER  
MESA, AZ



**4**  
BRODY MAUGHAN-EVANSON  
WEXFORD, PA



**5**  
MICHAEL GERSTEIN  
EDISON, NJ



**6**  
MARK NEILSON  
SOUTH LAKE TAHOE, CA



**7**  
MATTHEW CONRAD  
BRUNSWICK, OH



**8**  
KEVIN APPASAMY  
WAIANAЕ, HI



**9**  
BOBBY GUJRAL  
BURNABY, BC



**10**  
CHRISTOPHER HINTZ  
EDMONTON, AB

## FEBRUARY

Rank	Category	Legacy Production	SGA	
1	I	Mario Hajro	\$417,876	AO
2	I	Reynolds Akuamoa	\$303,218	Theodore Pappas
3	III	David Carpenter	\$269,658	AO
4	II	Brody Maughan-Evanson	\$209,542	Simon Arias
5	VIII	Michael Gerstein	\$193,258	Giglione-Ackerman
6	I	Mark Neilson	\$175,996	AO
7	VI	Matthew Conrad	\$141,960	S-S-Parks-Salvaggi
8	XIII	Kevin Appasamy	\$135,932	AO
9	I	Bobby Gujral	\$113,840	AO
10	III	Christopher Hintz	\$112,043	AO

## YTD

Rank	Category	Legacy Production	SGA	
1	I	Mario Hajro	\$1,081,717	AO
2	III	David Carpenter	\$972,892	AO
3	I	Reynolds Akuamoa	\$573,715	Theodore Pappas
4	I	Mark Neilson	\$498,613	AO
5	VIII	Michael Gerstein	\$463,328	Giglione-Ackerman
6	II	Brody Maughan-Evanson	\$448,014	Simon Arias
7	VI	Matthew Conrad	\$375,721	S-S-Parks-Salvaggi
8	XIII	Kevin Appasamy	\$320,980	AO
9	IV	Chase Miller	\$315,860	S-S-Bendure-Hartwig
10	III	Christopher Hintz	\$298,172	AO

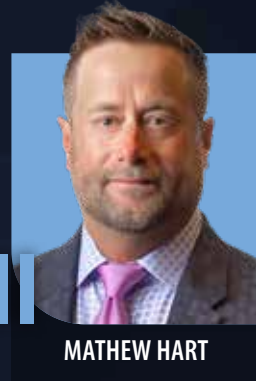
## WHAT IS A LEGACY RGA?

The company recognizes the Top 10 Legacy RGAs across all categories. A Legacy RGA is defined as the former RGA of a GA who was promoted to MGA. Legacy RGA production is calculated using the sum of the production of all the promoted MGAs where the former RGA can no longer be included in the hierarchy.

## CATEGORIES I-VII



SIMON ARIAS



MATHEW HART



JAMISON WEATHERSPOON



DARCY SCHRIEBER



COREY NEFF



DENIS-MICHAEL CATALANO



WALTER ICAZA

## FEBRUARY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>I Simon Arias</b>	<b>74.8</b>	<b>\$1,779,984</b>	<b>\$2,379,000</b>		<b>79.0</b>	<b>25.7</b>
AO	64.7	\$5,353,441	\$8,279,300		83.3	23.3
Theodore Pappas	96.7	\$773,499	\$799,700		80.4	23.1
S-S-Parks-Salvaggi	53.5	\$1,022,993	\$1,913,700		82.5	3.4
<b>II Mathew Hart</b>	<b>103.8</b>	<b>\$414,589</b>	<b>\$399,500</b>		<b>79.1</b>	<b>80.5</b>
Beto Quintero	68.0	\$343,315	\$504,700		80.4	39.5
Andrew McQuade	102.8	\$389,348	\$378,900		83.6	21.7
Michael Vasu	75.3	\$354,599	\$471,200		78.7	17.9
Cohen-Velasquez	79.9	\$441,580	\$552,400		82.6	3.4
<b>III Jamison Weatherspoon</b>	<b>78.3</b>	<b>\$235,807</b>	<b>\$301,100</b>		<b>83.0</b>	<b>6.5</b>
Josh West	55.2	\$203,549	\$368,600		87.2	6.1
<b>IV Darcy Schrieber</b>	<b>112.6</b>	<b>\$307,389</b>	<b>\$273,100</b>		<b>79.9</b>	<b>83.9</b>
Arias-Dlabik	88.3	\$298,527	\$338,200		81.0	51.4
Tommy Vena	74.7	\$176,700	\$236,600		84.7	28.5
Nick Moore	89.7	\$240,403	\$268,100		81.3	28.4
Philip Prata	78.8	\$216,185	\$274,500		80.7	28.3
Cindy Furer	73.0	\$202,084	\$276,800		79.2	15.5
<b>V Corey Neff</b>	<b>78.0</b>	<b>\$116,869</b>	<b>\$149,800</b>		<b>80.1</b>	<b>75.3</b>
Giddens-Giddens	83.1	\$174,239	\$209,700		75.0	43.8
Desi Dimitrova	87.6	\$186,516	\$213,000		83.2	26.9
Fisher-Hall	74.6	\$186,239	\$249,600		82.0	9.5
<b>VI Denis-Michael Catalano</b>	<b>77.8</b>	<b>\$131,182</b>	<b>\$168,600</b>		<b>77.5</b>	<b>71.6</b>
Kevin Holtz	73.4	\$103,242	\$140,700		78.5	55.6
Weatherspoon-Harris	85.2	\$177,135	\$207,800		79.4	39.9
Fisher-Zuzick	120.8	\$199,773	\$165,400		81.3	35.3
Phillip Waisman	72.5	\$92,129	\$127,000		80.1	1.7
Tiffany Wagner	91.5	\$139,731	\$152,700		85.5	1.0
<b>VII Walter Icaza</b>	<b>472.8</b>	<b>\$189,103</b>	<b>\$40,000</b>	<b>93</b>		<b>128.7</b>
Duni Olusegun	185.7	\$180,824	\$97,400	92		95.0
Brian Schreiter	101.5	\$149,047	\$146,800		76.5	50.1
Chalom-Chalom	77.7	\$106,205	\$136,700		86.5	6.2

## YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>I AO</b>	<b>79.2</b>	<b>\$13,121,066</b>	<b>\$16,558,600</b>		<b>83.3</b>	<b>23.5</b>
Theodore Pappas	98.6	\$1,576,542	\$1,599,400		80.4	21.2
Simon Arias	85.6	\$4,072,540	\$4,758,000		79.0	20.5
S-S-Bendure-Hartwig	91.8	\$1,440,554	\$1,568,400		83.4	18.6
Giglione-Ackerman	77.2	\$1,027,186	\$1,331,200		81.4	9.2
S-S-Parks-Salvaggi	76.7	\$2,937,088	\$3,827,400		82.5	3.0
<b>II Beto Quintero</b>	<b>68.5</b>	<b>\$691,463</b>	<b>\$1,009,400</b>		<b>80.4</b>	<b>46.2</b>
Mathew Hart	90.4	\$722,394	\$799,000		79.1	34.4
Andrew McQuade	106.3	\$805,890	\$757,800		83.6	28.1
Michael Vasu	88.3	\$832,330	\$942,400		78.7	13.3
Satti-Kanaan-Wheeler	73.2	\$694,089	\$947,600		84.5	2.4
<b>III Josh West</b>	<b>68.9</b>	<b>\$508,091</b>	<b>\$737,200</b>		<b>87.2</b>	<b>26.6</b>
Jamison Weatherspoon	97.9	\$589,337	\$602,200		83.0	12.8
Albert Serur	85.4	\$530,102	\$620,600		82.0	11.3
<b>IV Darcy Schrieber</b>	<b>118.2</b>	<b>\$645,773</b>	<b>\$546,200</b>		<b>79.9</b>	<b>66.6</b>
Nick Moore	101.4	\$543,586	\$536,200		81.3	50.7
Arias-Dlabik	84.9	\$574,542	\$676,400		81.0	27.7
Cindy Furer	82.4	\$456,415	\$553,600		79.2	24.5
Philip Prata	75.9	\$453,855	\$598,200		80.7	23.2
Tommy Vena	83.8	\$396,594	\$473,200		84.7	23.0
<b>V Corey Neff</b>	<b>101.9</b>	<b>\$305,429</b>	<b>\$299,600</b>		<b>80.1</b>	<b>61.3</b>
Giddens-Giddens	92.5	\$387,924	\$419,400		75.0	45.9
Fisher-Hall	91.6	\$457,334	\$499,200		82.0	18.4
Desi Dimitrova	91.8	\$390,902	\$426,000		83.2	14.4
<b>VI Kevin Holtz</b>	<b>81.2</b>	<b>\$228,594</b>	<b>\$281,400</b>		<b>78.5</b>	<b>49.1</b>
Fisher-Zuzick	116.0	\$383,866	\$330,800		81.3	44.2
Moore Midwest	103.7	\$342,689	\$330,600		84.9	40.2
Weatherspoon-Harris	95.9	\$398,466	\$415,600		79.4	31.5
Phillip Waisman	69.1	\$175,456	\$254,000		80.1	14.1
Denis-Michael Catalano	68.6	\$231,239	\$337,200		77.5	11.9
Tiffany Wagner	87.9	\$268,533	\$305,400		85.5	5.4
<b>VII Duni Olusegun</b>	<b>198.9</b>	<b>\$387,487</b>	<b>\$194,800</b>	<b>92</b>		<b>115.0</b>
Walter Icaza	405.6	\$324,497	\$80,000	93		111.1
Brian Schreiter	98.2	\$288,194	\$293,600		76.5	25.0
Moore-DeFurio	81.9	\$219,313	\$267,800		79.4	16.3
Chalom-Chalom	82.0	\$224,098	\$273,400		86.5	6.5

EC = 2023 Executive Council Member

Spotlight recognizes SGAs in Categories I-XIV based on positive Net ALP Growth. The SGAs that will be recognized at the 2024 Awards Presentation are the top SGA per category from Categories I-XIV with the highest Net ALP Growth. The YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. SGAs must meet minimum growth over all their SGAships. Minimum quality standards apply for recognition.

## CATEGORIES VIII–XIV



**VIII**  
STEVE FRIEDLANDER



**IX**  
PRATA-WILSON



**X**  
GRYSKA-BOLES



**XI**  
WEST-SHOGAR-MOODY



**XII**  
WEST-OSILI-MOODY



**XIII**  
ANDRE HAWTHORNE



**XIV**  
SERGIO CARTA

## FEBRUARY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>VIII Steve Friedlander</b>	<b>154.7</b>	<b>\$113,549</b>	<b>\$73,400</b>		<b>87.5</b>	<b>105.6</b>
AO-Lorence	106.1	\$115,268	\$108,600		77.2	90.8
Saavedra-Longino	100.4	\$112,712	\$112,300		82.0	24.6
Chad Deley	109.6	\$140,991	\$128,600		76.7	24.0
Ralston-Ralston	71.2	\$97,525	\$136,900		79.4	9.2
Byron Paz	67.9	\$74,951	\$110,400		81.8	2.0
<b>IX Prata-Wilson</b>	<b>101.8</b>	<b>\$93,330</b>	<b>\$91,700</b>	<b>90</b>		<b>119.8</b>
Greg Graham	152.6	\$136,557	\$89,500		76.0	89.8
Hart-Lewicki	83.8	\$102,519	\$122,300		86.2	19.4
Kris Thieme	75.7	\$74,527	\$98,400		77.8	2.6
<b>X Gryska-Boles</b>	<b>96.9</b>	<b>\$69,198</b>	<b>\$71,400</b>	<b>90</b>		<b>34.4</b>
<b>XI West-Shogar-Moody</b>	<b>110.7</b>	<b>\$44,292</b>	<b>\$40,000</b>	<b>95</b>		<b>179.0</b>
Holtz-Rigney	98.4	\$67,900	\$69,000	93		147.1
<b>XII West-Osili-Moody</b>	<b>145.0</b>	<b>\$57,999</b>	<b>\$40,000</b>	<b>96</b>		<b>20.1</b>
Michael Ezeafulukwe	86.0	\$34,387	\$40,000		84.3	17.3
<b>XIII Andre Hawthorne</b>	<b>51.5</b>	<b>\$20,584</b>	<b>\$40,000</b>		<b>80.4</b>	<b>188.3</b>
Serur-Vena	46.8	\$18,734	\$40,000	92		122.1
<b>XIV Sergio Carta</b>	<b>136.9</b>	<b>\$54,740</b>	<b>\$40,000</b>	<b>94</b>		<b>128.1</b>
Alexander Gross	130.5	\$52,184	\$40,000	94		45.0
San Antonio Latino Division II	36.6	\$14,649	\$40,000	89		39.8

## YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>VIII Steve Friedlander</b>	<b>126.2</b>	<b>\$185,192</b>	<b>\$146,800</b>		<b>87.5</b>	<b>97.4</b>
AO-Lorence	94.9	\$206,110	\$217,200		77.2	33.0
Saavedra-Longino	96.8	\$217,303	\$224,600		82.0	32.6
Byron Paz	71.9	\$158,785	\$220,800		81.8	17.8
Chad Deley	103.7	\$266,680	\$257,200		76.7	17.6
<b>IX Prata-Wilson</b>	<b>149.4</b>	<b>\$196,754</b>	<b>\$131,700</b>	<b>90</b>		<b>163.7</b>
Greg Graham	174.6	\$312,490	\$179,000		76.0	159.0
Kris Thieme	81.7	\$160,706	\$196,800		77.8	17.8
<b>X Gryska-Boles</b>	<b>124.3</b>	<b>\$177,481</b>	<b>\$142,800</b>	<b>90</b>		<b>65.4</b>
<b>XI West-Shogar-Moody</b>	<b>123.9</b>	<b>\$99,087</b>	<b>\$80,000</b>	<b>95</b>		<b>431.6</b>
Holtz-Rigney	89.0	\$122,793	\$138,000	93		70.2
<b>XII Michael Ezeafulukwe</b>	<b>98.6</b>	<b>\$78,871</b>	<b>\$80,000</b>		<b>84.3</b>	<b>59.0</b>
West-Osili-Moody	135.1	\$108,045	\$80,000	96		10.0
<b>XIII Andre Hawthorne</b>	<b>62.7</b>	<b>\$50,121</b>	<b>\$80,000</b>		<b>80.4</b>	<b>167.5</b>
<b>XIV Sergio Carta</b>	<b>182.0</b>	<b>\$145,609</b>	<b>\$80,000</b>	<b>94</b>		<b>203.4</b>
Alexander Gross	105.7	\$84,543	\$80,000	94		17.4
San Antonio Latino Division II	26.5	\$21,209	\$80,000	89		1.2

EC = 2023 Executive Council Member

Spotlight recognizes SGAs in Categories I–XIV based on positive Net ALP Growth. The SGAs that will be recognized at the 2024 Awards Presentation are the top SGA per category from Categories I–XIV with the highest Net ALP Growth. The YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. SGAs must meet minimum growth over all their SGAships. Minimum quality standards apply for recognition.

## CATEGORY I



**1**  
MALKA ARONY  
CAVE CREEK, AZ



GC

**2**  
CELIA O'DELL  
NETTIE, WV

## CATEGORY II



**1**  
CHUCK HILL  
LODI, CA



**2**  
PAM MONETTI  
BUNKER HILL, IL

## CATEGORY III



**1**  
CARMELLA SWANSON  
RANCHO SANTA MARGARITA, CA



**2**  
MICHAEL COOPER  
DES MOINES, IA

## CATEGORY IV



**1**  
LARRY LOZANO  
SAN JOSE, CA

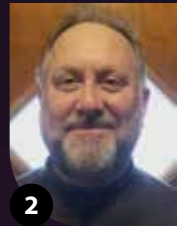


**2**  
FRAN CHRISTIE  
WHITE ROCK, BC

## CATEGORY V



**1**  
MARK FLEMM  
LEECHBURG, PA



**2**  
JEFFREY HAPKE  
CRESSON, PA

## CATEGORY VI



**1**  
PATRICK DURAY  
BLAINE, MN



**2**  
JULIE FREEMAN  
WARMINSTER, PA

## CATEGORY VII



**1**  
TARA SHEAD  
TEMPLE, GA



**2**  
DINA WALLS  
HAZEL CREST, IL

## CATEGORY VIII



**1**  
AARON MATHIS  
SAN ANTONIO, TX

## FIRST SIGNED TG



**JUNO KEMPLE**  
BRUNSWICK, ME



**JAMIE WELCH**  
TEMPLE, GA

## TOP MANAGERS

### CATEGORY I



**1**  
DAWN TRUDDEN  
PEORIA, IL

### CATEGORY II



**1**  
LINDSAY MCCLELLAND  
GASTONIA, NC

## INDIVIDUAL REPS: FEBRUARY

Category	Rank	Cards	Obj	% Obj	
I	1	<b>Malka Arony</b>	<b>3,313</b>	<b>2,832</b>	<b>117.0%</b>
	2	Celia O'Dell	1,292	1,429	90.4%
II	1	<b>Chuck Hill</b>	<b>6,694</b>	<b>1,024</b>	<b>653.7%</b>
	2	Pam Monetti	1,768	1,008	175.4%
	3	Kelly Walker	1,658	1,039	159.5%
III	1	<b>Carmella Swanson</b>	<b>1,655</b>	<b>799</b>	<b>207.3%</b>
	2	Michael Cooper	1,323	950	139.3%
	3	Tony Anderson	1,053	850	123.9%
IV	1	<b>Larry Lozano</b>	<b>1,572</b>	<b>596</b>	<b>263.6%</b>
	2	Fran Christie	1,460	616	236.9%
	3	Patrena Smith	1,310	599	218.6%
V	1	<b>Mark Flemm</b>	<b>1,078</b>	<b>550</b>	<b>196.0%</b>
	2	Jeffrey Hapke	569	553	102.8%
VI	1	<b>Patrick Duray</b>	<b>890</b>	<b>550</b>	<b>161.9%</b>
	2	Julie Freeman	652	550	118.6%
VII	1	<b>Tara Shead</b>	<b>1,377</b>	<b>550</b>	<b>250.4%</b>
	2	Dina Walls	1,325	550	240.9%
	3	Angela Engel	687	550	124.9%
VIII	1	<b>Aaron Mathis</b>	<b>518</b>	<b>550</b>	<b>94.2%</b>
	Rookie	<b>Tara Shead</b>	<b>1,377</b>	<b>550</b>	<b>250.4%</b>
IceBreaker	1	<b>Aaron Mathis</b>	<b>518</b>	<b>550</b>	<b>94.2%</b>

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	<b>Brenda Di Somma</b>	<b>6,432</b>	<b>3,877</b>	<b>165.9%</b>
	2	Celia O'Dell	3,006	2,858	105.2%
	3	Malka Arony	5,882	5,663	103.9%
II	*1	<b>Chuck Hill</b>	<b>6,825</b>	<b>2,048</b>	<b>333.2%</b>
	2	Pam Monetti	4,221	2,016	209.3%
	3	Krissa Hensley	3,106	2,093	148.4%
III	*1	<b>Carmella Swanson</b>	<b>2,689</b>	<b>1,597</b>	<b>168.4%</b>
	2	Amanda Cross	1,893	1,601	118.2%
	3	Tony Anderson	2,008	1,699	118.2%
IV	*1	<b>Larry Lozano</b>	<b>2,608</b>	<b>1,192</b>	<b>218.7%</b>
	2	Fran Christie	2,291	1,233	185.9%
	3	Patrena Smith	1,937	1,198	161.7%
V	*1	<b>Mark Flemm</b>	<b>1,367</b>	<b>1,100</b>	<b>124.3%</b>
	2	Kevin McKeen	1,104	1,106	99.9%
	3	Jeffrey Hapke	1,045	1,106	94.5%
VI	*1	<b>Patrick Duray</b>	<b>1,892</b>	<b>1,100</b>	<b>172.0%</b>
	2	Laurie Gruber	1,092	1,100	99.3%
	3	Dina Walls	1,570	1,100	142.7%
VII	*1	<b>Dina Walls</b>	<b>1,570</b>	<b>1,100</b>	<b>142.7%</b>
	2	Tara Shead	1,535	1,100	139.5%
	3	Matthew Halbmaier	1,236	1,100	112.3%

ALL TIME RECORD: 61,879 Cards DENISE BOWYER

## MANAGERS: FEBRUARY

Category	Rank	Cards	Obj	% Obj	
I	1	<b>Dawn Trudden</b>	<b>8,758</b>	<b>5,418</b>	<b>161.6%</b>
	2	Katherine Pratt	5,836	6,113	95.5%
II	1	<b>Lindsay McClelland</b>	<b>4,600</b>	<b>3,571</b>	<b>128.8%</b>

## MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	<b>Dawn Trudden</b>	<b>11,599</b>	<b>10,837</b>	<b>107.0%</b>
	2	Katherine Pratt	12,825	12,226	104.9%
II	*1	<b>Lindsay McClelland</b>	<b>7,973</b>	<b>7,142</b>	<b>111.6%</b>
III	*1	<b>Amanda Mlinaz</b>	<b>7,892</b>	<b>7,519</b>	<b>105.0%</b>

## MOST ORIGINAL CARDS GENERATED: YTD

- 1** GEORGE MURRY 1,540
- 2** TARA SHEAD 1,535
- 3** KELLY WALKER 1,252



**1**  
GEORGE MURRY  
MONTGOMERY, AL

GC = 2023 PR Growth Council Member


PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using 110% of previous year's production or 6,600 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager categories I-III assigned using 110% of previous year's production for their respective territories. To be recognized, Manager must meet 90% of Growth objective.


# WORLD'S GREATEST BONUS

**1**




**FI RAT UCAR**  
\$24,742  
AO

**2**




**JOSHUA DISHONG**  
\$21,918  
S-S-Bendure-Hartwig

**3**




**CARMEN ARROYO**  
\$15,515  
Theodore Pappas

**4**



**NIKOLLA LULJGURAJ**  
\$13,622  
AO

**5**



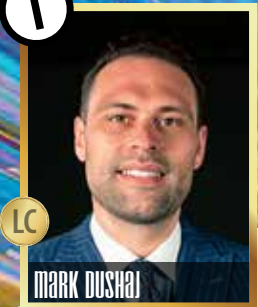
**MICHELE STEWART**  
\$11,119  
AO

## FEBRUARY BONUS LEADERS | PAYOUT: \$2,652,439 | QUALIFIERS: 3,605

<p><b>\$ 24,742</b> Firat Ucar</p> <p><b>21,918</b> Joshua Dishong</p> <p><b>15,515</b> Carmen Arroyo</p> <p><b>13,622</b> Nikolla Luljguraj</p> <p><b>11,119</b> Michele Stewart</p> <p><b>11,086</b> Scott Whitford</p> <p><b>9,747</b> Oleg Novitchii</p> <p><b>9,352</b> Alexandra Longo</p> <p><b>8,939</b> Roger Fung</p> <p><b>8,785</b> Abraham Mogilevsky</p> <p><b>8,642</b> Damon Stroup</p> <p><b>8,627</b> Ashley Mysza</p> <p><b>8,392</b> Daniel Paravisini</p> <p><b>8,369</b> Nicholas Llewellyn</p> <p><b>8,024</b> Alvin Ali</p> <p><b>8,007</b> Kemar Thompson</p> <p><b>7,847</b> Michael van Delft</p> <p><b>7,609</b> Joey Kennedy</p> <p><b>7,571</b> Sarah Saleim</p> <p><b>7,260</b> Brandon Bennett</p> <p><b>6,923</b> Alex Miller</p> <p><b>6,922</b> Max Quasem</p> <p><b>6,834</b> Jennifer Siregar</p> <p><b>6,805</b> Muhammed Ashraf</p> <p><b>6,692</b> Ervin Metaj</p> <p><b>6,636</b> Tony Georges</p> <p><b>6,350</b> Kristi Basho</p> <p><b>6,258</b> Mama Atetu</p> <p><b>6,257</b> Marshall Fernandez</p> <p><b>6,238</b> Christina Konstanzer</p> <p><b>6,180</b> Vanessa Rodriguez</p> <p><b>6,029</b> Alexus Hawkins</p> <p><b>6,009</b> Alex Tran</p> <p><b>5,883</b> Kevin Ishikane</p> <p><b>5,819</b> Michael Ellis</p> <p><b>5,814</b> Franko Bilbili</p> <p><b>5,657</b> Connor O'Donnell</p> <p><b>5,649</b> Meenakshi Chavis</p> <p><b>5,596</b> Nathan Labranche</p> <p><b>5,531</b> Alipate Makaui</p> <p><b>5,520</b> Cathy Dishong</p> <p><b>5,514</b> Fran Tinaj</p> <p><b>5,499</b> Brandon Freeman</p> <p><b>5,490</b> Richard Tabanji</p>	<p><b>\$ 5,423</b> Sebastian Frydenberg</p> <p><b>5,393</b> Dalton Cassavoy</p> <p><b>5,296</b> Jihad Ottallah</p> <p><b>5,292</b> Arturo Romero</p> <p><b>5,271</b> Phi Phan</p> <p><b>5,020</b> Ethan Tolbert</p> <p><b>4,939</b> Tomlin Douglas</p> <p><b>4,937</b> Humberto Romero</p> <p><b>4,908</b> Jessica Yates</p> <p><b>4,900</b> Michael Ruckzien</p> <p><b>4,777</b> Aref Sayegh</p> <p><b>4,773</b> Sasha Oakes</p> <p><b>4,767</b> Caren Deanda</p> <p><b>4,695</b> Nicholas Koy</p> <p><b>4,675</b> Hussein Kutkut</p> <p><b>4,671</b> Ariel McAlister</p> <p><b>4,647</b> Austin Timmons</p> <p><b>4,630</b> Joey Kennedy</p> <p><b>4,575</b> Muhammad Mansoor</p> <p><b>4,546</b> Emily Buelow</p> <p><b>4,542</b> Bryan Juskiw</p> <p><b>4,525</b> Marjory Murat</p> <p><b>4,501</b> Lindsay Staffieri</p> <p><b>4,472</b> Jessica Chang</p> <p><b>4,467</b> Kashala Guiden</p> <p><b>4,464</b> Sergio Hernandez</p> <p><b>4,464</b> Kevin Musai</p> <p><b>4,431</b> Blair Sheppard</p> <p><b>4,423</b> Omaid Garces</p> <p><b>4,401</b> Carissa Saad</p> <p><b>4,384</b> Gage Harrington</p> <p><b>4,301</b> Edward Tingson</p> <p><b>4,300</b> Justin Diaz</p> <p><b>4,292</b> Mohammed Majali</p> <p><b>4,275</b> Dmitry Pendro</p> <p><b>4,254</b> Razan Zarba</p> <p><b>4,225</b> Lily Sakai</p> <p><b>4,221</b> Gregory McDuffie</p> <p><b>4,190</b> Ryan Cummings</p> <p><b>4,185</b> Dillon Zartman</p> <p><b>4,162</b> Samir Beydoun</p> <p><b>4,129</b> Phillip Sorbero</p>	<p><b>\$ 4,055</b> Christopher McGlynn</p> <p><b>4,052</b> Kurt Evans</p> <p><b>4,036</b> Francesco Romano</p> <p><b>4,020</b> Pablo Castro Gaulet</p> <p><b>4,014</b> Aaron Ebel</p> <p><b>4,001</b> Christopher King</p> <p><b>3,918</b> John Grosshans</p> <p><b>3,911</b> Joseph Sciria</p> <p><b>3,887</b> Ashley Applon</p> <p><b>3,850</b> Conner White</p> <p><b>3,848</b> Ryan Parrish</p> <p><b>3,805</b> Nikolai Zollinger</p> <p><b>3,790</b> Joseph Cammarata</p> <p><b>3,781</b> Nick Scordas</p> <p><b>3,771</b> Edon Nevzadi</p> <p><b>3,759</b> Kasali Kotun</p> <p><b>3,735</b> Bruno Nuro</p> <p><b>3,705</b> Osiris Kessinger</p> <p><b>3,682</b> Windy Valencia</p> <p><b>3,611</b> Tyler Teague</p> <p><b>3,571</b> Lawrence Lavarez</p> <p><b>3,567</b> Juneth Zambrano De Grasso</p> <p><b>3,557</b> Bridgett Gardner</p> <p><b>3,545</b> Shane Havel</p> <p><b>3,541</b> Jacqueline Kabluyen</p> <p><b>3,537</b> Michael Dejesus</p> <p><b>3,532</b> Tomarus Burks</p> <p><b>3,512</b> Bradley Christiansen</p> <p><b>3,511</b> Carrington Hanna</p> <p><b>3,489</b> Andrew Brown</p> <p><b>3,487</b> Marc Futterweit</p> <p><b>3,464</b> Elvis Tinaj</p> <p><b>3,413</b> Jeannielza Solis</p> <p><b>3,401</b> Adrian Horsham</p> <p><b>3,398</b> Matthew Zang</p> <p><b>3,398</b> Javier Diaz</p> <p><b>3,397</b> Tina Nelson</p> <p><b>3,381</b> Sylvain Kalombo</p> <p><b>3,369</b> Jennifer Savino</p> <p><b>3,362</b> Maria Stelling</p> <p><b>3,350</b> Cameron Gray</p> <p><b>3,340</b> Christian Gojcaj</p> <p><b>3,333</b> Richard Bentley</p> <p><b>3,328</b> Derrick Mason</p>	<p><b>\$ 3,264</b> Charles Nacovsky</p> <p><b>3,252</b> Crystal Mekdarasack</p> <p><b>3,248</b> Craig Fernandez</p> <p><b>3,248</b> Anthony Ruggiero</p> <p><b>3,246</b> Herivelto Pereira</p> <p><b>3,240</b> Kristina Joachim</p> <p><b>3,195</b> Darrell Asbell</p> <p><b>3,188</b> Jonathan Lu</p> <p><b>3,168</b> Ronald Davis</p> <p><b>3,155</b> Yolette Mompoin</p> <p><b>3,133</b> Montzer Haisha</p> <p><b>3,104</b> Roger Fredericks</p> <p><b>3,082</b> Mike Reed</p> <p><b>3,079</b> Ryley Lussier</p> <p><b>3,040</b> Eric LaBossiere</p> <p><b>3,034</b> Tichina Haughton</p> <p><b>3,029</b> Marian Gerges</p> <p><b>3,006</b> Montzer Alwatan</p> <p><b>3,000</b> Dylan White</p> <p><b>2,992</b> Arrianna Reyes-Suarez</p> <p><b>2,982</b> Timothy Stone</p> <p><b>2,948</b> Ladan Rahbary</p> <p><b>2,933</b> Bradley Blumenshine</p> <p><b>2,930</b> Alex Jankowski</p> <p><b>2,926</b> Natalia Beltran Hernandez</p> <p><b>2,921</b> Connor Meakins</p> <p><b>2,918</b> Adem Abdula</p> <p><b>2,909</b> Michael Maloney</p> <p><b>2,902</b> Viktorious Dugan</p> <p><b>2,901</b> Magaly Una</p> <p><b>2,896</b> Chad Gallagher</p> <p><b>2,884</b> Colten Rice</p> <p><b>2,863</b> Silas Merkel</p> <p><b>2,859</b> Michael Scarborough</p> <p><b>2,842</b> April Ross</p> <p><b>2,766</b> Olalekan Akinnusi</p> <p><b>2,765</b> Maria Stelling</p> <p><b>2,756</b> Manique Sala</p> <p><b>2,749</b> Albert Huff</p> <p><b>2,743</b> Tina Janti</p> <p><b>2,742</b> Ifeanyi Ufodu</p>	<p><b>\$ 2,722</b> Jozef Tinaj</p> <p><b>2,718</b> Brandon Neal</p> <p><b>2,716</b> Betania Maury Cermenio</p> <p><b>2,709</b> Chris La Fond</p> <p><b>2,701</b> Irma Gallardo</p> <p><b>2,427</b> Nicklaus Boker</p> <p><b>2,696</b> Sydney Hill</p> <p><b>2,688</b> Mike Mangaoang</p> <p><b>2,686</b> Luis Holguin-Juarez</p> <p><b>2,676</b> Heccy Rivas</p> <p><b>2,666</b> Yendy Avellaneda</p> <p><b>2,657</b> Sarah-Marie Sandford</p> <p><b>2,655</b> Richard Carter</p> <p><b>2,655</b> Alyssa Libby</p> <p><b>2,646</b> Eric Snyder</p> <p><b>2,631</b> Margarita Hickman</p> <p><b>2,625</b> George Dominguez</p> <p><b>2,609</b> Nicholas Chuma</p> <p><b>2,607</b> Susan daCruz</p> <p><b>2,606</b> Michael Panella</p> <p><b>2,605</b> Panaris Bregu</p> <p><b>2,587</b> Hussien Mouzaihem</p> <p><b>2,583</b> Kendall Goslee</p> <p><b>2,565</b> Griffin Parker</p> <p><b>2,559</b> Rebecca Amundson</p> <p><b>2,558</b> Tammie Sullivan</p> <p><b>2,552</b> Luis Almaguer</p> <p><b>2,538</b> Mitchell McLaughlin</p> <p><b>2,536</b> Jocelyn Bazemore</p> <p><b>2,535</b> Evan Pinkerton</p> <p><b>2,528</b> Gregory Northrup</p> <p><b>2,519</b> Sean Henry</p> <p><b>2,502</b> Chad McLaughlin</p> <p><b>2,501</b> Susana Vargas</p> <p><b>2,497</b> Michael Battaglio</p> <p><b>2,299</b> Michael Ty Burkholder</p> <p><b>2,488</b> Alexander Nachman</p> <p><b>2,475</b> Orett Nelson</p> <p><b>2,475</b> Stephanie Dunbar</p> <p><b>2,272</b> Lisa Richardson</p> <p><b>2,473</b> Jesus Luarca</p> <p><b>2,465</b> Victor Fernandes</p> <p><b>2,464</b> Paige Zuzick</p> <p><b>2,454</b> Bradley Sullivan</p>	<p><b>\$ 2,447</b> Farnaz Fotovat Ahmadi</p> <p><b>2,443</b> Cherrish Taylor</p> <p><b>2,432</b> Rita Jimenez</p> <p><b>2,431</b> James Hopkins</p> <p><b>2,428</b> Troy Henderson</p> <p><b>2,427</b> Nicklaus Boker</p> <p><b>2,420</b> Joel Acosta</p> <p><b>2,420</b> Jeffrey Tillman</p> <p><b>2,418</b> Michael Williams</p> <p><b>2,407</b> Sharon Potter</p> <p><b>2,402</b> David Staffieri</p> <p><b>2,396</b> Kathleen McArthur</p> <p><b>2,396</b> Chris Anderson</p> <p><b>2,394</b> Nathalyn Sanchez</p> <p><b>2,390</b> Doris Martinez Garcia</p> <p><b>2,388</b> Rana Shirer</p> <p><b>2,373</b> Tristina Haynes</p> <p><b>2,369</b> Kambryn Holley</p> <p><b>2,366</b> Kelly McDonald</p> <p><b>2,361</b> Alex Cho</p> <p><b>2,339</b> Connor Quish</p> <p><b>2,337</b> Walter Henderson</p> <p><b>2,335</b> Aiman Almaweri</p> <p><b>2,332</b> Colin Ghee</p> <p><b>2,325</b> Michele Faul</p> <p><b>2,320</b> Laura Chavez</p> <p><b>2,316</b> Torian Fields</p> <p><b>2,315</b> Dana Martin</p> <p><b>2,313</b> Rochelle Magpantay</p> <p><b>2,312</b> Cameron Taylor</p> <p><b>2,310</b> Alyssa Duncan</p> <p><b>2,308</b> Michael Frabotta</p> <p><b>2,304</b> Tayari Otis</p> <p><b>2,302</b> Austin Ewing</p> <p><b>2,299</b> Robin Collier</p> <p><b>2,293</b> Oscar Gastelum</p> <p><b>2,281</b> Maria M Ramirez</p> <p><b>2,279</b> Ardian Gojcaj</p> <p><b>2,272</b> Lisa Richardson</p> <p><b>2,255</b> Kyle Jansen</p> <p><b>2,251</b> Anthony Williams</p> <p><b>2,245</b> Kyle Ocupa</p> <p><b>2,244</b> Andrew Chambers</p>	<p><b>\$ 2,244</b> Omar Mbodj</p> <p><b>2,239</b> Amy Hull</p> <p><b>2,238</b> Raeanne Johnson</p> <p><b>2,235</b> Patrice Charles</p> <p><b>2,233</b> Austyn Hulsey</p> <p><b>2,226</b> Adrian Bendo</p> <p><b>2,223</b> Bryan Froneyberger</p> <p><b>2,212</b> Davina Vo</p> <p><b>2,208</b> Melody Rudolph</p> <p><b>2,207</b> Roydon Riki</p> <p><b>2,201</b> Jorge Alvarez</p> <p><b>2,200</b> Michael Valent</p> <p><b>2,199</b> Bryan Stoddard</p> <p><b>2,198</b> Tony Geer</p> <p><b>2,195</b> Nathalyn Sanchez</p> <p><b>2,193</b> Emily Klich</p> <p><b>2,188</b> Christopher Barrett</p> <p><b>2,185</b> Jacqueline Sullivan</p> <p><b>2,184</b> Mason Duty</p> <p><b>2,176</b> Robert Stevens</p> <p><b>2,168</b> Robert Jackson</p> <p><b>2,166</b> Lee Samatowic</p> <p><b>2,166</b> Mason Duty</p> <p><b>2,164</b> Jordan Little</p> <p><b>2,161</b> Diana Cruz</p> <p><b>2,157</b> Victor Ledesma</p> <p><b>2,150</b> Mason Duty</p> <p><b>2,146</b> Jose Cuellar</p> <p><b>2,142</b> Ryan Vance</p> <p><b>2,142</b> Phoebe He</p> <p><b>2,132</b> Steffanie Arce</p> <p><b>2,126</b> Damaris Trejo</p> <p><b>2,122</b> Steffanie Arce</p> <p><b>2,120</b> Sabrina Reed</p> <p><b>2,113</b> Dirk Devries</p> <p><b>2,111</b> Nicole Empey</p> <p><b>2,106</b> Jonathan Villa</p> <p><b>2,105</b> Lorena Herndon</p> <p><b>2,096</b> Gretchen Larosa</p> <p><b>2,089</b> Ana Machado Rodriguez</p> <p><b>2,088</b> Timipre Barigha</p> <p><b>2,080</b> Marcellus Brice</p> <p><b>2,059</b> Lu Zhang</p> <p><b>2,059</b> Steven Counts</p> <p><b>2,049</b> Kristi Tang</p> <p><b>2,042</b> Morvarid Tadayon</p>	<p><b>\$ 1,737</b> Allie Henderson</p> <p><b>1,735</b> Rachel Wieland</p> <p><b>1,729</b> John Lamere</p> <p><b>1,727</b> Elijah Burdette</p> <p><b>1,720</b> Zachary Daniels</p> <p><b>1,716</b> James Sherwood</p> <p><b>1,710</b> Franco Bilotti</p> <p><b>1,709</b> Jonathan Ojendi</p> <p><b>1,706</b> Adejoke Osho</p> <p><b>1,706</b> Susan Quassani</p> <p><b>1,704</b> Maxon Elozier</p> <p><b>1,701</b> Mario Borino</p> <p><b>1,696</b> Ellen Tuttle</p> <p><b>1,689</b> Victor Romero</p> <p><b>1,685</b> Fritzel Octave</p> <p><b>1,681</b> Andrew Beck</p> <p><b>1,680</b> Brianna Baker</p> <p><b>1,679</b> Emily Rogers</p> <p><b>1,679</b> Enri Sako</p> <p><b>1,678</b> Godwill Barungi</p> <p><b>1,677</b> Maricela Gerardino</p> <p><b>1,676</b> Pa Alieu Kasseh</p> <p><b>1,675</b> Nathan Garlow</p> <p><b>1,672</b> Amy Cyphers-Little</p> <p><b>1,671</b> Ashkan Khashmagham</p> <p><b>1,665</b> Arnaldo Medina</p> <p><b>1,664</b> Zachery Kertulis</p> <p><b>1,660</b> Lleison Martinez</p> <p><b>1,659</b> Dawn Rouanzoin</p> <p><b>1,658</b> Rebecca Voorhees</p> <p><b>1,654</b> Brianna Sullo</p> <p><b>1,650</b> Cash Sampson</p> <p><b>1,650</b> Alexander Gomez</p> <p><b>1,650</b> Dianka Blash</p> <p><b>1,645</b> Joseph Sixta</p> <p><b>1,640</b> Gavin Gambhir</p> <p><b>1,637</b> Sean Merritt</p> <p><b>1,636</b> Joanne Patten</p> <p><b>1,636</b> Amber Vandivore</p> <p><b>1,624</b> Ashlyn Lauderdale</p> <p><b>1,623</b> Evelyn Santos Guerrero</p> <p><b>1,616</b> Ian Kouba</p> <p><b>1,616</b> Yoline Octave</p> <p><b>1,616</b> Dustin Dunbar</p> <p><b>1,615</b> Richard Sidoti</p> <p><b>1,605</b> Crystal Vairetta</p> <p><b>1,605</b> Tyler Worstell</p> <p><b>1,597</b> Richard Millington</p> <p><b>1,593</b> Iffrah Tahir</p> <p><b>1,590</b> Dylan Stickel</p> <p><b>1,589</b> Denzil Latimore</p> <p><b>1,588</b> Joshua Notte</p> <p><b>1,586</b> Tara Cottongim</p> <p><b>1,586</b> Jesse Fullmer</p> <p><b>1,586</b> Jin Chen</p> <p><b>1,576</b> Carol Fernandez</p> <p><b>1,574</b> Kamale Viena</p> <p><b>1,570</b> Roxie Soto</p> <p><b>1,566</b> Natalie Soboleva</p> <p><b>1,561</b> Arianna Escandela Torres</p> <p><b>1,561</b> Nicole Cenknor</p> <p><b>1,552</b> Talisha Vega</p> <p><b>1,550</b> Tyrese Holland</p> <p><b>1,550</b> Lloyd Patterson</p>	<p><b>\$ 1,550</b> Haley Pflieger</p> <p><b>1,546</b> Roberto Samano</p> <p><b>1,528</b> Chayson Williams</p> <p><b>1,528</b> Kameron Adams</p> <p><b>1,527</b> Hakan Ozalpasan</p> <p><b>1,524</b> Amir Iranidoosthaghghi</p> <p><b>1,521</b> Loren LeVasseur</p> <p><b>1,521</b> Devon Hinsperger</p> <p><b>1,517</b> Jordan Hamrick</p> <p><b>1,510</b> Kelechi Anele</p> <p><b>1,510</b> Jessica Bulzacchelli</p> <p><b>1,504</b> Timothy Copenhagen</p> <p><b>1,503</b> Grant Papin</p> <p><b>1,501</b> Ambreen Ajani</p> <p><b>1,490</b> Adam Middleton</p> <p><b>1,489</b> Candace Boudreau</p> <p><b>1,488</b> Sedou Malembe</p> <p><b>1,486</b> Ashley Gamache</p> <p><b>1,477</b> Nadira Singh-Moon</p> <p><b>1,476</b> Ashley Charriere</p> <p><b>1,472</b> Peer Shmelzer</p> <p><b>1,472</b> Malcolm Pasquier</p> <p><b>1,470</b> Benjamin Meier</p> <p><b>1,469</b> Christopher Dark</p> <p><b>1,468</b> Zeenat Sanni-Balogun</p> <p><b>1,466</b> Madeleine Vaughn</p> <p><b>1,464</b> Christina Ande</p> <p><b>1,462</b> Troy Plummer</p> <p><b>1,462</b> Zindora Crawford</p> <p><b>1,460</b> Joseph Goodrich</p> <p><b>1,458</b> Lindsey Dettwiller</p> <p><b>1,451</b> Joaquin Santos</p> <p><b>1,451</b> Mitzi Holmes</p> <p><b>1,448</b> Taylor Ahlgrim</p> <p><b>1,445</b> Blake Tomblin</p> <p><b>1,444</b> Lincoln Dziekonski</p> <p><b>1,438</b> Calvin Irving</p> <p><b>1,436</b> Brandon Geercken</p> <p><b>1,433</b> Joshua Elkins</p> <p><b>1,430</b> Justin Amis</p> <p><b>1,423</b> Trace Johnson</p> <p><b>1,423</b> Daniel Arif</p> <p><b>1,420</b> Danny Sour</p> <p><b>1,419</b> Marshall Horner</p> <p><b>1,418</b> Jordan Graham</p> <p><b>1,408</b> Lovell Austin</p> <p><b>1,408</b> Hunter Bischoff</p> <p><b>1,407</b> Joseph Hervatine</p> <p><b>1,407</b> April Taylor</p> <p><b>1,402</b> Ku Khang</p> <p><b>1,395</b> Brock Lampepe</p> <p><b>1,394</b> Erald Tomorri</p> <p><b>1,394</b> Dalton Peffer</p> <p><b>1,389</b> Elion Bendo</p> <p><b>1,386</b> Nicholas Hardy</p> <p><b>1,385</b> Julian Piedra</p> <p><b>1,384</b> Joseph Martin</p> <p><b>1,382</b> Julia Loboda</p> <p><b>1,381</b> Cathleen Hairston</p> <p><b>1,381</b> David Melendrez</p> <p><b>1,379</b> Malik Williams</p> <p><b>1,378</b> Carl Weydeman</p> <p><b>1,377</b> Matthew Obringer</p>	<p><b>\$ 1,375</b> Jayson Bern</p> <p><b>1,372</b> Kyle Carpenter</p> <p><b>1,369</b> Brianna Ferreira Ramos</p> <p><b>1,366</b> Ian Pickett</p> <p><b>1,362</b> Shayla Harris</p> <p><b>1,362</b> Leonardo Perez</p> <p><b>1,360</b> Crystal Jackson</p> <p><b>1,356</b> Stuart Pagan</p> <p><b>1,354</b> Nickalous Matyskiel</p> <p><b>1,354</b> Verna Willbur</p> <p><b>1,353</b> Samuel Morrison</p> <p><b>1,351</b> Brenna Behan</p> <p><b>1,351</b> Sabrina Ashraf</p> <p><b>1,350</b> Mohammed Khurshid</p> <p><b>1,345</b> Lidia Meglei</p> <p><b>1,344</b> Amandeep Kaur Gill</p> <p><b>1,342</b> John Rings</p> <p><b>1,341</b> Dyoma Ramirez-Robles</p> <p><b>1,340</b> Jamie Higa</p> <p><b>1,340</b> Vienna Howat</p> <p><b>1,339</b> Jarrell Jackson</p> <p><b>1,339</b> Katy Rivera</p> <p><b>1,334</b> Christopher Jeantet</p> <p><b>1,333</b> Mia Bakos</p> <p><b>1,333</b> Taylor Nathaniel</p> <p><b>1,332</b> Melissa Grieb</p> <p><b>1,332</b> Shelby Poston</p> <p><b>1,332</b> Victoria Lopes</p> <p><b>1,330</b> Lauretta Bawo</p> <p><b>1,326</b> Drew Hall</p> <p><b>1,323</b> Logan Klink</p> <p><b>1,318</b> Andrea Schmitt</p> <p><b>1,318</b> Meardey Kim</p> <p><b>1,314</b> Amanda Lustbader</p> <p><b>1,314</b> Tyson Vander Linden</p> <p><b>1,311</b> Jacob Phillips</p> <p><b>1,310</b> Kristina Tuttle</p> <p><b>1,310</b> Brandon Parrinello</p> <p><b>1,310</b> Truman Falkner</p> <p><b>1,304</b> Michael Giachetti</p> <p><b>1,303</b> Vasilios Xenikakis</p> <p><b>1,303</b> James Butler</p> <p><b>1,301</b> Orrin Gatling</p> <p><b>1,300</b> Jeffrey Lacerte</p> <p><b>1,298</b> Ernesto Delgadillo</p> <p><b>1,295</b> Nicholas Catenacci</p> <p><b>1,288</b> Leonna Smith</p> <p><b>1,288</b> Cedar Hansen</p> <p><b>1,284</b> Davelle Lee</p> <p><b>1,283</b> Ryan Bevan</p> <p><b>1,283</b> Diego Urias</p> <p><b>1,281</b> Jason Kelley</p> <p><b>1,280</b> Madison Fritz</p> <p><b>1,277</b> Kathryn Thorburne</p> <p><b>1,274</b> Billie Beverley</p> <p><b>1,273</b> Paul Pestian</p> <p><b>1,272</b> Claudia Jacquet</p> <p><b>1,271</b> Sean Melaven</p> <p><b>1,270</b> Raymond Lau</p> <p><b>1,270</b> Fredda Saade</p> <p><b>1,265</b> Michael Chapman</p> <p><b>1,257</b> Samuel Morao</p>	<p><b>\$ 1,255</b> Colleen Kopycienski</p> <p><b>1,253</b> Brianna Ferreira</p> <p><b>1,252</b> Binyam Abune</p> <p><b>1,248</b> Kristopher Bour</p> <p><b>1,248</b> Elijah Hill</p> <p><b>1,246</b> Massoud Vaziri</p> <p><b>1,246</b> Jean-Marie Otiom</p> <p><b>1,245</b> Daoud Naser</p> <p><b>1,240</b> Sierra Kelsey</p> <p><b>1,240</b> Sanad Altal</p> <p><b>1,235</b> Arthur Simpson</p> <p><b>1,235</b> Alianna Tineo</p> <p><b>1,234</b> Julie Aphrahmian</p> <p><b>1,234</b> Zachary Zgrabik</p> <p><b>1,234</b> Khadijah Muhammad</p> <p><b>1,233</b> Alex Grushko</p> <p><b>1,232</b> Kade McGilvray</p> <p><b>1,230</b> Rovena Luljguraj</p> <p><b>1,227</b> Ireland Sirni</p> <p><b>1,223</b> Bruce Tan</p> <p><b>1,222</b> Jocelyn Esquelin</p> <p><b>1,220</b> Ronald Rivera</p> <p><b>1,219</b> Jeremy Engrav</p> <p><b>1,216</b> Vania Noriega</p> <p><b>1,216</b> Hortencia Leal</p> <p><b>1,214</b> Karen Fleming</p> <p><b>1,212</b> Evelyn Howell</p> <p><b>1,210</b> Colin Bagley</p> <p><b>1,206</b> Tracy Phan</p> <p><b>1,205</b> Lindsay Slifer</p> <p><b>1,204</b> Steven Dell</p> <p><b>1,200</b> Ahmed Elagrab</p> <p><b>1,199</b> Elaina Vecchio</p> <p><b>1,199</b> Kelly Nelson</p> <p><b>1,197</b> Anthony Robertson</p> <p><b>1,193</b> Justin Malone</p> <p><b>1,190</b> Rangel Peters</p> <p><b>1,188</b> Leonard Pataca</p> <p><b>1,187</b> Dallas Johnson</p> <p><b>1,186</b> Kerly Salazar</p> <p><b>1,185</b> Walter Lewicki</p> <p><b>1,185</b> Mario Lozoya</p> <p><b>1,184</b> Ashly Wiggins</p> <p><b>1,183</b> Ivoni Fuimaono</p> <p><b>1,181</b> Demarcus Oliver</p> <p><b>1,180</b> Nella Lejeune</p> <p><b>1,179</b> David Bilotti</p> <p><b>1,179</b> Daniel Lott</p> <p><b>1,175</b> Tyler Sikarskie</p> <p><b>1,175</b> Sean Hylton</p> <p><b>1,174</b> Ronaldo Rudovic</p> <p><b>1,173</b> Mariam Alabi</p> <p><b>1,169</b> Katherine Tejada Tavarez</p> <p><b>1,163</b> Peter Ko</p> <p><b>1,161</b> Meredith Jones</p> <p><b>1,157</b> Lamita Dahdah</p> <p><b>1,157</b> Evan Holzhauser</p> <p><b>1,157</b> Anaka Moss</p> <p><b>1,155</b> Asmar Bilal</p> <p><b>1,154</b> John Sotis</p> <p><b>1,153</b> Mayra Rivas</p> <p><b>1,152</b> Kevin Ulloa</p> <p><b>1,151</b> Brandon Scharmer</p> <p><b>1,151</b> Ebony White</p>	<p><b>\$ 1,150</b> Carly Ferraro</p> <p><b>1,150</b> Peter Kaplanis</p> <p><b>1,148</b> Olaniyen Eaglin</p> <p><b>1,146</b> Ashley Campbell</p> <p><b>1,143</b> David Archer</p> <p><b>1,143</b> Jordan McMillen</p> <p><b>1,142</b> Carlos Iraheta</p> <p><b>1,142</b> Jean-Marie Otiom</p> <p><b>1,141</b> Samuel Marzula</p> <p><b>1,141</b> Dan Devries</p> <p><b>1,141</b> Stephanie Hernandez</p> <p><b>1,140</b> Morsal Zarif</p> <p><b>1,140</b> Dario Bravo Vicuna</p> <p><b>1,136</b> Danica Rivera</p> <p><b>1,135</b> Kais Mbuyi</p> <p><b>1,132</b> Christina Solis</p> <p><b>1,130</b> Alex Grushko</p> <p><b>1,130</b> Matthew Watkins</p> <p><b>1,129</b> Kyle Baggett</p> <p><b>1,127</b> Carly Baird</p> <p><b>1,124</b> Daniel Li</p> <p><b>1,124</b> Crystal Dugger</p> <p><b>1,122</b> Joycelyn Wright</p> <p><b>1,122</b> Donald Wolak</p> <p><b>1,120</b> Dana Bell</p> <p><b>1,119</b> Ashley Seborowski</p> <p><b>1,118</b> Ramsey Sayed</p> <p><b>1,118</b> John Zwald</p> <p><b>1,118</b> Daniel Li</p> <p><b>1,116</b> Ryan Lee</p>
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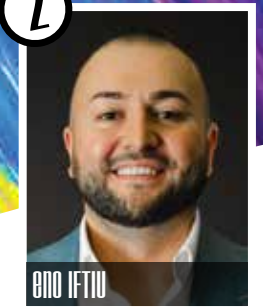
# LEADERSHIP BONUS

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**MARK DUSHAJ**  
\$37,354  
AO

**2**



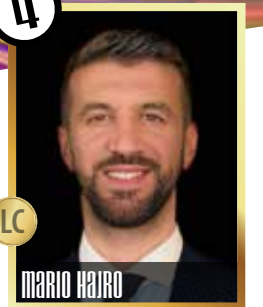
**ENO IFTIU**  
\$35,638  
AO

**3**



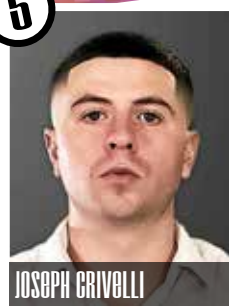
**SEAN TAYLOR**  
\$25,597  
Moriah Chandler

**4**



**MARIO HAJRO**  
\$24,565  
AO

**5**



**JOSEPH CRIVELLI**  
\$23,644  
Simon Arias

## FEBRUARY BONUS LEADERS PAYOUT: \$2,025,153 QUALIFIERS: 750

<p><b>\$ 37,354</b> Mark Dushaj <b>35,638</b> Eno Iftiu <b>25,597</b> Sean Taylor <b>24,565</b> Mario Hajro <b>23,644</b> Joseph Crivelli <b>23,001</b> Jozef Tinaj <b>22,659</b> Clayton Slaughter <b>22,607</b> Steven King <b>21,796</b> Bledar Bane <b>21,746</b> Braydon Cameron <b>20,903</b> Arif Hajro <b>20,866</b> Zach Otto <b>20,638</b> Joshua Olin <b>20,626</b> Matthew Conrad <b>18,725</b> Ian Zollos <b>18,176</b> Ashley Rust <b>16,657</b> Chris La Fond <b>15,974</b> Taleb Jammoul Hajali  <b>15,905</b> Arturo Romero <b>13,627</b> Bruce Viaje <b>13,567</b> Mark Neilson <b>13,381</b> Phi Phan <b>13,295</b> Chilynn Acevedo <b>13,191</b> Alexander Gomez <b>13,103</b> Justin Adams <b>12,930</b> Klyo Vidal <b>12,888</b> Ryan Martin <b>12,636</b> Katelyn Ucar <b>12,636</b> Claudio Martinaj <b>11,874</b> Robert Hepler <b>11,654</b> Joseph Tomanovich <b>11,614</b> Carlos De Sousa Cardozo  <b>11,511</b> Christian Gojcaj <b>11,241</b> Giovanni Vacca <b>10,872</b> Ashlynn Orng <b>10,556</b> Joseph Gojcaj <b>10,454</b> Taulant Bane <b>10,302</b> Jeffrey Espinal <b>10,268</b> Derek Foore <b>10,114</b> Bobby Hamilton <b>10,040</b> Jonathan Da-Al <b>10,038</b> Steven Warner <b>9,909</b> Bruno Nuro <b>9,883</b> Jessica Chang</p>	<p><b>9,676</b> Zackarea Hakim <b>9,667</b> Jorge Toribio <b>9,508</b> Juan Leonardo <b>9,269</b> Gregory Rudolph <b>8,987</b> Jake Gelb <b>8,901</b> Ryan Stenglein <b>8,731</b> Jonathan Rindt <b>8,664</b> Dalton Cassavoy <b>8,658</b> James Sodan <b>8,653</b> Tyler Boulden <b>8,584</b> Andrew Chambers <b>8,581</b> Eric Thompson <b>8,548</b> Bobby Gujral <b>8,544</b> Mathew Kahwaji <b>8,525</b> Brandon Hughes <b>8,444</b> Stephanie Burghardt <b>8,287</b> Daniel Prinzo <b>8,225</b> William Thomas <b>8,178</b> Veronica Coval <b>8,163</b> Jhanna Valerio Vivas <b>8,004</b> Kevin Gillum <b>7,691</b> Tanner West <b>7,596</b> Aaron Piotrowski <b>7,572</b> Kristi Basho <b>7,541</b> Laurence Moore <b>7,332</b> Jared Guglielmino <b>7,242</b> Johny Gerges <b>7,174</b> Tami Chaimov <b>7,135</b> Carol Fernandez <b>7,058</b> Quinn Boucaud <b>7,046</b> Carrington Hanna <b>7,012</b> Noah Vongunden <b>7,010</b> Susana Vargas <b>6,984</b> John Santosuosso <b>6,961</b> Sabrina Agostini <b>6,903</b> David Wang <b>6,839</b> Dillon Zartman <b>6,837</b> Magda Figueiredo <b>6,766</b> Sierra Hartwig <b>6,750</b> Jillian Getz <b>6,636</b> Sierra Kelsey <b>6,578</b> Jenny Kim <b>6,485</b> Alan Sedaghat <b>6,337</b> Daniel Orr <b>6,268</b> Reynolds Akuamoaa <b>6,190</b> Brandon Bennett</p>	<p><b>6,163</b> Maria Bonilla Borrego <b>6,089</b> Andrew Hynan <b>6,019</b> Joshua McTier <b>6,000</b> Daniel Li <b>5,976</b> Priscilla Blanco <b>5,965</b> Alec Seibold <b>5,957</b> Kelly Schoenherr <b>5,877</b> Matthew Ward <b>5,874</b> Jose Heredia <b>5,829</b> Brandon Summerton <b>5,829</b> Raul Pinto <b>5,798</b> Mike Paragiou <b>5,661</b> Ervin Metaj <b>5,596</b> Kade Beck <b>5,590</b> Nathan Frahm <b>5,508</b> Ed-Maggie Myrthil <b>5,290</b> Matthew Kerfoot <b>5,168</b> Nicholas Chuma <b>5,122</b> Stuart Pagan <b>5,107</b> Evan Stewart <b>5,062</b> Brandon Minor <b>5,005</b> Zakaria Elgahmi <b>4,970</b> Manique Sala <b>4,929</b> Andrew Bishop <b>4,919</b> Alejandra Larez Morales <b>4,890</b> Dustin Dunbar <b>4,890</b> Paul Samra <b>4,873</b> Alipate Makaui <b>4,853</b> James Fangmann <b>4,846</b> Nakita Fortin <b>4,776</b> Timothy Wilson <b>4,755</b> Alexandra Greer <b>4,744</b> Carlo Buhay <b>4,704</b> Maria Lagios <b>4,701</b> Katie Stahulak <b>4,647</b> Parveen Lakhani <b>4,643</b> Austen Oakes <b>4,641</b> Jonathan Giaco <b>4,637</b> Jarrell Jackson <b>4,630</b> Jesse Doherty <b>4,617</b> Jovanie Scarlett <b>4,544</b> Christopher Larsen <b>4,519</b> Beau Cullen</p>	<p><b>4,460</b> Kristi Mills <b>4,459</b> Meaghan Krecsko <b>4,403</b> Aldo Ramirez Marinelli <b>4,390</b> Michael Burningham <b>4,359</b> Ahmed Elagrab <b>4,353</b> Malcolm Pasquier <b>4,278</b> Abigail Luna Rodriguez <b>4,268</b> Kurt James MacMillan <b>4,242</b> Michael McKiernan <b>4,186</b> Augusto Arango <b>4,151</b> Mohamad Awdi <b>4,103</b> Ornela Martinaj <b>4,076</b> Jacob Krakora <b>4,062</b> Ross Ewen <b>4,043</b> Melissa Sidoti <b>4,035</b> Marvin Fernandez <b>4,012</b> Conor Markins <b>3,973</b> Jesse Fullmer <b>3,934</b> Brandon Minor <b>3,931</b> Robin Gonzalez <b>3,908</b> Henry Jacobs <b>3,883</b> Ardian Gojcaj <b>3,854</b> Weena Centeno-Wade <b>3,817</b> Vivian Trinh <b>3,808</b> Olusola Awosanya <b>3,769</b> Tristan A Smith <b>3,757</b> Viktorious Dugan <b>3,751</b> Jason Bratin <b>3,730</b> William Speckels <b>3,727</b> Spencer Kozej <b>3,710</b> Enri Sako <b>3,683</b> Bradley Christiansen <b>3,672</b> Shawn Feistamel <b>3,658</b> Jacob Krieger <b>3,576</b> Sokol Fazliu <b>3,567</b> Dustin Hess <b>3,546</b> Christina Salvatore <b>3,544</b> Evan Donoghue <b>3,537</b> Erica Lent <b>3,529</b> Sylvain Kalombo <b>3,519</b> Dianka Blash</p>	<p><b>3,488</b> Marvin Gonzalez <b>3,486</b> Nelson Desmond <b>3,469</b> Kenneth Barker <b>3,427</b> Massoud Vaziri <b>3,405</b> Donald DeVoise <b>3,375</b> Paige Zuzick <b>3,359</b> Mayra Robles <b>3,346</b> Andi Iftiu <b>3,330</b> Jordan Stelzer <b>3,328</b> Trevor Hawkins <b>3,297</b> Kurt James Aubrie Ray <b>3,222</b> Matthew Abdo <b>3,199</b> Jesse Benwell <b>3,186</b> Katy Rivera <b>3,131</b> Adem Abdula <b>3,105</b> Michael Gerstein <b>3,068</b> Jonathan Conner <b>3,059</b> Calvin Judd <b>3,058</b> Akram Mirahmadi Shalamzari <b>3,040</b> Nelson Sucre <b>3,036</b> Aubrey Wolfe <b>3,014</b> Elio Mertiri <b>2,993</b> Mickey Adkins <b>2,991</b> Anthony Mazurkewicz <b>2,987</b> Francesca Veltri <b>2,981</b> Kasali Kotun <b>2,936</b> Matthew Hunsberger <b>2,916</b> Jessica Specht <b>2,911</b> Michael Maloney <b>2,879</b> Tenneson Mather <b>2,863</b> Daniel Perkins <b>2,833</b> Tyler McKnight <b>2,832</b> Venus Grier <b>2,804</b> Zachery Kertulis <b>2,794</b> William Parmeter <b>2,780</b> Luis Holguin-Juarez <b>2,775</b> Luciano Valero Vidal <b>2,760</b> David Bilotti <b>2,758</b> Jihad Ottallah <b>2,749</b> David Carpenter <b>2,744</b> Sherrie McCarty <b>2,737</b> Rossana Carruyo Parra</p>	<p><b>2,715</b> Joshua Notte <b>2,661</b> Mitchell McLaughlin <b>2,660</b> Edward Leon <b>2,660</b> Nicholas Gomez <b>2,639</b> Tanya Diaz <b>2,600</b> Danny Juskwi <b>2,597</b> Kurt Evans <b>2,596</b> Caitlin Roth <b>2,591</b> Danny Souri <b>2,581</b> Panaris Bregu <b>2,574</b> Tichina Haughton <b>2,574</b> Daniel Pacheco <b>2,550</b> Molly Remhof <b>2,530</b> Christopher Bungay <b>2,526</b> Peter Gabranski <b>2,506</b> Hasan Ghazal <b>2,501</b> Jessica Kay <b>2,468</b> Avion Johnson <b>2,465</b> Eric Snyder <b>2,457</b> Katharine Thorne <b>2,457</b> Michele Stewart <b>2,443</b> Michael Cirelli <b>2,429</b> Kelechi Anele <b>2,407</b> Jonathan Pollock <b>2,397</b> Brent Bowling <b>2,391</b> Nikola Homesin <b>2,370</b> Steven Dell <b>2,370</b> Phillip Rigoli <b>2,364</b> Thomas J Vena <b>2,364</b> Britton Costa <b>2,358</b> Kamal Tayyib <b>2,356</b> Adrienne Bragas <b>2,346</b> Adam Wheeler <b>2,325</b> Karly Williams <b>2,325</b> Tyler Parker <b>2,314</b> Aliya Johansen <b>2,272</b> Genesis Medina Mendoza <b>2,263</b> Jennifer Savino <b>2,231</b> Salaur Khorrami <b>2,229</b> Lidia Meglei <b>2,214</b> Christopher Hintz <b>2,200</b> Toni-Ann Allen <b>2,192</b> Heriberto Chavez <b>2,177</b> Carlos Navas <b>2,164</b> Melinda Skinner</p>	<p><b>2,151</b> Bobby Park <b>2,135</b> Damian Woods <b>2,134</b> David C Williams <b>2,124</b> Diego Vargas <b>2,121</b> Jesse Rennich <b>2,113</b> Jennifer Ragan <b>2,105</b> Ngan Pham <b>2,104</b> Yael Enriquez <b>2,100</b> Justin Diaz <b>2,079</b> Matthew Diulus <b>2,077</b> Matthew Sutton <b>2,075</b> Jeffery May <b>2,066</b> George Shafiek <b>2,041</b> Christopher Montoni <b>2,040</b> Matthew McDowell <b>2,024</b> Iv Menache <b>2,023</b> Aaron Patt <b>2,018</b> Derrick Mason <b>2,005</b> Michael Russo <b>2,003</b> Justin Hermann <b>1,983</b> Johnny Ly <b>1,982</b> Jake Yagjian <b>1,981</b> Tyler Tasa <b>1,971</b> Muzit Berhe <b>1,970</b> Devin Lewis <b>1,968</b> Brandon Gamagami <b>1,951</b> Mohamed Aljahmi <b>1,937</b> Alexis Pineiro <b>1,926</b> Cartiza Rojas <b>1,923</b> Awbrey Vachon <b>1,915</b> Devin Moore <b>1,894</b> Tiffany Bertao <b>1,887</b> Reginald Flugence <b>1,874</b> Shalom Chaimov <b>1,845</b> Sandra Perez Espinal <b>1,822</b> Jacqueline Kabluyen <b>1,817</b> Jeremiah Russin <b>1,786</b> Alex Jankowski <b>1,786</b> Mario Borino <b>1,757</b> Dale Fortune <b>1,754</b> Ryan Marquis <b>1,732</b> Taurean Flournoy <b>1,726</b> Alejandro Sanchez Rios <b>1,699</b> Ariana Jones <b>1,678</b> Jason Green</p>	<p><b>1,674</b> Nicole Preston <b>1,674</b> Jadelene Welty <b>1,666</b> Matthew Hudlin <b>1,664</b> Laura Graham <b>1,652</b> Tabitha McDermid <b>1,650</b> Shereen Catalano <b>1,648</b> Travis Vaughn <b>1,640</b> Evan Pinkerton <b>1,634</b> Sean Saigeon <b>1,621</b> Eric Butt <b>1,594</b> John Tong <b>1,592</b> Doron Freud <b>1,566</b> Dan Ikei <b>1,539</b> Jonathan Ballard <b>1,521</b> Patrick Donovan <b>1,519</b> Elijah Findley <b>1,504</b> Richard Sidoti <b>1,497</b> Randall Cook <b>1,497</b> Melissa Nguyen <b>1,493</b> Donald Lewis <b>1,467</b> Stephen Bowen <b>1,449</b> Rielly Maher <b>1,445</b> Christian Cox <b>1,422</b> Damaris Trejo <b>1,410</b> Jonathan Jones <b>1,405</b> Kathleen Mezik <b>1,395</b> Ryne Morozowski <b>1,393</b> Jenna Gula <b>1,383</b> Veronica Britos</p>	<p><b>1,360</b> Derek Johnson <b>1,353</b> Ransye Vazquez <b>1,345</b> Kaiden Herald <b>1,336</b> Nicklaus Boker <b>1,327</b> Thomas Huynh <b>1,313</b> Luis Soriano <b>1,309</b> Thor Leighton <b>1,301</b> Desmond Martin <b>1,289</b> Evan Holzhauser <b>1,289</b> Samantha Garcia <b>1,286</b> Ryan Slone <b>1,285</b> Brody Maughan-Evanson <b>1,284</b> Brenna Behan <b>1,281</b> Austin Macias <b>1,275</b> Amber J Smith <b>1,275</b> Eldine Mpanzu <b>1,257</b> Stephen Gordon <b>1,251</b> Chris McFoy <b>1,244</b> Kian Frost <b>1,237</b> Joseph Sixta <b>1,235</b> Jesse Barker <b>1,235</b> Michael Geyer <b>1,233</b> Patrick Sullivan <b>1,232</b> Pa Alieu Kasseh <b>1,231</b> Adrian Bendo <b>1,227</b> Joseph Hedborn <b>1,225</b> Anthony Marsella <b>1,219</b> Johnny Fuller</p>	<p><b>1,214</b> Nicole Wright <b>1,212</b> Darrin Roberts <b>1,194</b> Daniel Arzate Roa <b>1,193</b> Joshua Butrey <b>1,179</b> Maurice Coleman <b>1,174</b> Amanda Urdaneta <b>1,168</b> Ashley West <b>1,155</b> Amy Hull <b>1,149</b> Jonah Mullins-Wilson <b>1,145</b> Nathan Hunt <b>1,143</b> Patrick Knouse <b>1,128</b> Tammie Sullivan <b>1,125</b> Jennifer Siregar <b>1,120</b> Mark Bernsdorff <b>1,117</b> Samuel Artzis <b>1,115</b> Kingsley Hansen <b>1,101</b> Alyssa Libby <b>1,099</b> Shannon Stewart <b>1,086</b> Yussuf El-Zein <b>1,072</b> Havis Alvarado <b>1,069</b> Dmitry Pendro <b>1,061</b> Jacob Reiter <b>1,061</b> Maurice Brown <b>1,054</b> Troy Williams <b>1,048</b> Claude Hamilton <b>1,033</b> Richard Zuccato <b>1,028</b> Troy Plummer <b>1,015</b> Ryan Witham</p>	<p><b>1,014</b> Kathleen Gross <b>1,013</b> Brian Tanner <b>1,005</b> Marc Futterweit <b>1,000</b> Justin Maska <b>989</b> Oyindamola Falegan <b>988</b> Keith James <b>984</b> Tabitha Sanders <b>979</b> Nicholas Beyer <b>979</b> Normaned Arocho Pendas <b>978</b> Chase Miller <b>964</b> Carlos Colina <b>963</b> Omar Billy <b>953</b> Brenda Lopez Velasquez <b>952</b> Peter Poulakis <b>943</b> Demarcus Oliver <b>941</b> Cole Hatfield <b>931</b> Christopher Burkholder <b>912</b> Allan Allas <b>899</b> Michael Denton <b>896</b> Vanessa Suiter <b>893</b> Selale Booher <b>892</b> Tanner Midlick <b>882</b> Stephen Davis <b>881</b> Jose Mejia <b>876</b> Jacob Rosinsky <b>868</b> Armando Aiello</p>	<p><b>851</b> Laurreta Bawo <b>849</b> Adam Schaefer <b>841</b> Robert Jackson <b>839</b> Jinelly Carvajal <b>838</b> Savannah Schipman <b>837</b> Jimmie Parsons <b>832</b> Nathalyn Sanchez <b>832</b> Joseph Michelin <b>831</b> Zachary Marshall <b>830</b> Carlos Camacho Medina <b>978</b> Chase Miller <b>964</b> Carlos Colina <b>963</b> Omar Billy <b>953</b> Brenda Lopez Velasquez <b>952</b> Peter Poulakis <b>943</b> Demarcus Oliver <b>941</b> Cole Hatfield <b>931</b> Christopher Burkholder <b>912</b> Allan Allas <b>899</b> Michael Denton <b>896</b> Vanessa Suiter <b>893</b> Selale Booher <b>892</b> Tanner Midlick <b>882</b> Stephen Davis <b>881</b> Jose Mejia <b>876</b> Jacob Rosinsky <b>868</b> Armando Aiello</p>	<p><b>735</b> Steven Counts <b>732</b> Kurt Meaux <b>723</b> William Malerk <b>718</b> Cross Steplowski <b>718</b> Sanad Altal <b>718</b> Micah Focken <b>717</b> Patricia Cicerale <b>716</b> Vincent Meyer <b>703</b> Troy Henderson <b>695</b> Jabari Thompson <b>691</b> Caren Deanda <b>680</b> Brady Basinger <b>670</b> Brent Henderson <b>657</b> Jose Cuellar <b>653</b> Wilbert Woods <b>651</b> Kevin Musai <b>635</b> Alejandro Jardon <b>635</b> Sebastian Hill <b>634</b> Lori Hamel Johnson <b>626</b> John Curry <b>622</b> DeAngelo Jackson <b>618</b> Jonathan Meyer <b>613</b> Caitlin Cassidy <b>609</b> Jessica Yates <b>602</b> Derek Pratt <b>594</b> William Barker <b>587</b> Jason To <b>582</b> Tyler Teague <b>577</b> Mikaela Galvin</p>	<p><b>573</b> Tina Skalkos <b>570</b> Dirk Devries <b>570</b> Breana Noggles <b>569</b> Jamie Beuschel <b>569</b> Lalitha Janardhanan <b>567</b> Ryan Carswell <b>564</b> James Marks <b>561</b> Dustin Holtz <b>553</b> Paola Asaro Avila <b>546</b> Mark Lomonaco <b>546</b> Gonzalo Buitron Olvera <b>545</b> Daniela Rangel <b>526</b> Justin Johns <b>524</b> Josefina Lugo <b>522</b> Morgan Lobello <b>520</b> Vedran Sudar <b>518</b> Shanna Cote <b>511</b> Paul Torman <b>507</b> Ruben Terrero <b>506</b> Christopher Rolph <b>504</b> Cesar Romero Vasquez <b>500</b> Shahrjar Mohammadi</p>
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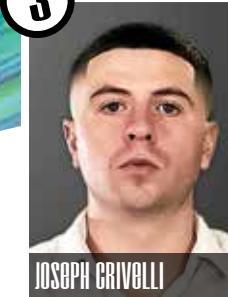
# DIRECT VIP BONUS

## FEBRUARY BONUS LEADERS PAYOUT: \$135,000 QUALIFIERS: 318

<p><b>\$ 2,000</b> Jonathan Conner <b>2,000</b> Genesis Medina Mendoza <b>1,500</b> Sara Lantz <b>1,500</b> Joseph Michelin <b>1,250</b> Chilynn Acevedo <b>1,250</b> Riche Hays <b>1,250</b> Arthur Simpson <b>1,250</b> Elvis Tinaj <b>1,250</b> Yogleidy Urquiola <b>1,000</b> Sabrina Agostini <b>1,000</b> Luis Alvarez <b>1,000</b> Kade Beck <b>1,000</b> David Gallagher <b>1,000</b> Aaron Greenspan <b>1,000</b> Joanna Grossman <b>1,000</b> Wendy Harris <b>1,000</b> Tristian Haynes <b>1,000</b> Luis Holguin-Juarez <b>1,000</b> Ryan Martin</p>	<p><b>1,000</b> Jose Matos <b>1,000</b> Blake McClain <b>1,000</b> Garron Moffett <b>1,000</b> Jonah Mullins-Wilson <b>1,000</b> Daoud Naser <b>1,000</b> Michael Nehme <b>1,000</b> William Parmeter <b>1,000</b> Sandra Perez Espinal <b>1,000</b> Lawrence Pryor <b>1,000</b> Cesar Romero Vasquez <b>1,000</b> Rosmary Ruiz Castro <b>1,000</b> Grant Thompson <b>1,000</b> Ethan Tolbert <b>1,000</b> Yaury Victoria <b>1,000</b> Jake Yagjian <b>750</b> Jesse Benwell <b>750</b> Nicole Bolognesi <b>750</b> Joshua Butrey</p>	<p><b>750</b> Mario Hajro <b>750</b> Deshaunte Longley <b>750</b> Griffin Parker <b>750</b> Ngan Pham <b>750</b> Tabitha Sanders <b>750</b> Peer Shmelzer <b>750</b> Clayton Slaughter <b>500</b> Aldalynne Aldana Bello <b>500</b> Montzer Alwatan <b>500</b> Christina Babcock <b>500</b> William Benline <b>500</b> Jamie Beuschel <b>500</b> Stephanie Burghardt <b>500</b> Jamie Caldwell <b>500</b> Noelia Chavez <b>500</b> Denise Collins <b>500</b> Carlos De Sousa Cardozo <b>500</b> Tyler Dubois</p>	<p><b>500</b> Isabel Espinoza Alvarez <b>500</b> Gabriel Fernos <b>500</b> Hillary Fisher <b>500</b> Amanda Fox <b>500</b> Bryan Garcia <b>500</b> Johny Gerges <b>500</b> Sean Gillespie <b>500</b> Maryger Guedez <b>500</b> Brennan Guerin <b>500</b> Thomas Hager <b>500</b> William Hambley <b>500</b> Sierra Hartwig <b>500</b> William Heilman <b>500</b> Brent Henderson <b>500</b> Troy Henderson <b>500</b> Marshall Horner <b>500</b> Jarrell Jackson <b>500</b> Stefan Johannsson <b>500</b> Justin Johns</p>	<p><b>500</b> Kari Johnson <b>500</b> Salaur Khorrami <b>500</b> Emily Klich <b>500</b> Alejandra Larez Morales <b>500</b> Christopher Larsen <b>500</b> Klyn Lin <b>500</b> Ana Lozada <b>500</b> Aaron Luczak <b>500</b> Selina Maldonado <b>500</b> Angel Marquez <b>500</b> Dora Martinez <b>500</b> Samantha McComas Diaz <b>500</b> Lawrence Serious <b>500</b> Miguel Serrano <b>500</b> Jennifer Siregar <b>500</b> Melinda Skinner <b>500</b> Cross Steplowski <b>500</b> Evan Stewart <b>500</b> Craig Strompf <b>500</b> Crystal Sulzer <b>500</b> Endy Suriel <b>500</b> Matthew Sutton</p>	<p><b>500</b> Mike Paragiou <b>500</b> John Raghu <b>500</b> Cindy Ramirez <b>500</b> Christopher Rives <b>500</b> Vanessa Rodriguez <b>500</b> Caitlin Roth <b>500</b> Joanna Rowland <b>500</b> Manique Sala <b>500</b> Roberto Samano Diaz <b>500</b> Talon Voight <b>500</b> Jamie Webster <b>500</b> Timothy Welsh <b>500</b> Breyon Williams <b>500</b> Jacob Wordhouse <b>500</b> Nicole Wright <b>500</b> Brittmarie Varian <b>500</b> Jessica Yates <b>500</b> Razan Zarba</p>	<p><b>500</b> Josiah Talton <b>500</b> Jorge Toribio <b>500</b> Nicholas Triantafyllidis <b>500</b> Taikendy Trinh <b>500</b> Vivian Trinh <b>500</b> Jayme Valle <b>500</b> Leonard Vidoza Perdomo <b>500</b> Talon Voight <b>500</b> Jamie Webster <b>500</b> Timothy Welsh <b>500</b> Breyon Williams <b>500</b> Jacob Wordhouse <b>500</b> Nicole Wright <b>500</b> Brittmarie Varian <b>500</b> Jessica Yates <b>500</b> Razan Zarba</p>
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# RGA 10% ROOKIE MGA PERSONAL PRODUCTION BONUS

<b>1</b>  <b>NICHOLAS CHUMA</b> \$9,196 S-S-Bendure-Hartwig	<b>2</b>  <b>JONATHAN RINDT</b> \$6,876 Simon Arias	<b>3</b>  <b>JOSEPH CRIVELLI</b> \$6,310 Simon Arias
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## FEBRUARY BONUS LEADERS | PAYOUT: \$65,872 | QUALIFIERS: 46

\$ 9,196 Nicholas Chuma	\$ 1,567 Michael Romero	\$ 904 Kelly Ekker	\$ 831 Chase Miller	\$ 780 Vincent Massari	\$ 658 Randall Cook	\$ 604 Derek Johnson
6,876 Jonathan Rindt	1,493 Sylvain Kalombo	899 John Santosuosso	823 Adam Wheeler	733 Michael Russo	657 Luis Velasquez	550 Alyssa Libby
6,310 Joseph Crivelli	1,384 Noe Perez	897 Quashade Copney	801 Michael Gerstein	730 Gregory Rudolph	631 Dylan Jackson	545 Mark Bernsdorff
5,493 Sabrina Ashraf	1,350 Corey Helly	880 Evan Stewart	794 Giovanni Vacca	687 Danny Juskiw	623 Doron Freud	540 Tomarus Burks
1,957 Samy Jacques	1,192 Claude Hamilton	869 Crystal Vairetta	791 Willie Cummings	682 Alberto Alcalá	613 Taleb Jammoul	
1,915 Tucker Gregor	1,165 Gabriela Sime	863 James Marks	785 Mark Diskin	678 Taurean Flournoy	Hajali	
1,859 Jonathan Phillips	958 Adam Kidikas	852 Kelly Schoenherr	781 Omar Billy	669 Mark Lahijani	605 Tyler Church	

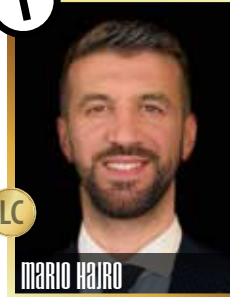


# REINSTATEMENT BONUS

<b>1</b>  <b>JOHN ORR</b> \$7,410 Albert Serur	<b>2</b>  <b>SAMI MOGANNAM</b> \$4,490 Andrew McQuade	<b>3</b>  <b>ORBY KELLEY</b> \$4,365 S-S-Bendure-Hartwig	<b>4</b>  <b>MITCHELL LOOK</b> \$4,108 S-S-Parks-Salvaggi	<b>5</b>  <b>NICHOLAS GASPARRO</b> \$3,802 Sabrina Lloyd
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## FEBRUARY BONUS LEADERS | PAYOUT: \$99,863 | QUALIFIERS: 187

\$ 7,410 John Orr	\$ 2,520 Miguel Hernandez	\$ 1,666 Patrice Franklin	\$ 1,194 Jack Craig	\$ 909 Fabian Aniekwensi	\$ 683 Anna Midowicz	\$ 589 Muhammed Ashraf
4,490 Sami Mogannam	2,461 Isabella Celli	1,594 Djenabou Diallo	1,149 Maurice Baritz	795 Marie Laine	680 Diane Carrion	543 Ellen Tuttle
4,365 Orby Kelley	2,320 Denise Ley	1,569 Nikki Crosby	1,140 Loraine Patterson	764 Laurekins Pardovani	643 Derrick Mason	530 Dorota Rusew
4,108 Mitchell Look	2,320 Dason Phaul	1,487 Dason Phaul	1,053 Gina Kramer	749 Nicholas Beyer	638 Benjamin Newhouse	528 Bryce Engstrom
3,802 Nicholas Gasparro	2,002 Zenon Zorij	1,391 Tina Nelson	970 Ed-Maggie Myrthil	701 Michael McClintock	617 Brandon Hamilton	526 Victor Ledesma
3,331 Joseph B Smith	1,952 Joseph Faisant	1,296 Hal Herman	948 Eldine Mpanzu	697 VaShawn Nelson	605 Leonard Budiac	514 Scott Dillingham
2,552 Spencer Simmons	1,915 Rosetta Wilkinson	1,292 Rodney Ward	945 Cody Toth			

# RGA LEADERSHIP BONUS

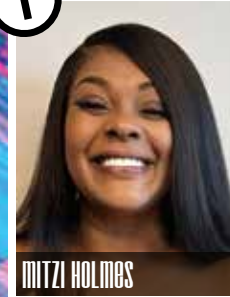




<b>1</b>  <b>MARIO HAJRO</b> \$135,739 AO	<b>2</b>  <b>MARK NEILSON</b> \$49,028 AO	<b>3</b>  <b>TAULANT BANE</b> \$47,039 AO
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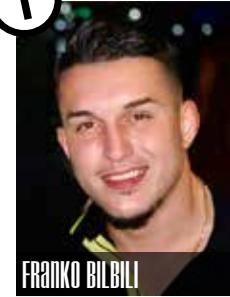


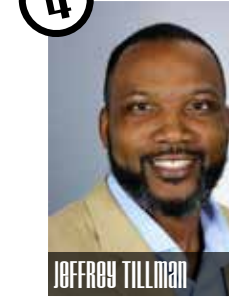

## FEBRUARY BONUS LEADERS | PAYOUT: \$1,038,415 | QUALIFIERS: 137

\$ 135,739 Mario Hajro	\$ 12,814 Gabriela Sime	\$ 7,572 Arif Hajro	\$ 5,965 Tyler Boulden	\$ 3,130 Hasan Ghazal	\$ 1,874 Tami Chaimov	\$ 881 Robin Gonzalez
49,028 Mark Neilson	12,663 Zach Otto	7,566 Tyler Church	5,945 Andrew Chambers	3,059 Chilynn Acevedo	1,795 Nikola Homesin	868 Alexis Pineiro
47,039 Taulant Bane	12,565 Klyo Vidal	7,558 Justin Maska	5,832 Phi Phan	3,017 Christopher Bungay	1,754 Paige Zuzick	849 Troy Williams
37,123 Mark Dushaj	11,889 James Sodan	7,541 Matthew Abdo	4,849 Jeffrey A Smith	2,897 Michael Gerstein	1,726 Alyssa Libby	832 Matthew Hudlin
27,937 Joseph Crivelli	11,614 Yael Enriquez	7,469 Ed-Maggie Myrthil	4,699 Jason Bratin	2,804 Derek Foore	1,666 Michael Russo	819 James Fangmann
23,933 Joshua Olin	11,174 Matthew Diulus	7,421 Nicholas Chuma	4,647 Aaron Piotrowski	2,775 Jhanna Valerio Vivas	1,664 Yussuf El-Zein	804 Melissa Sidoti
23,915 Corey Helly	10,801 Jessica Chang	7,365 Jonathan Rindt	4,643 Giovanni Vacca	2,755 Paul Samra	1,655 Devon Chapman	715 Omar Billy
23,284 Eno Iftiu	9,934 Daniel Pacheco	7,251 Brent Bowling	4,166 Evan Donoghue	2,744 Michael McKiernan	1,445 Kyle VanBibber	650 Jeremiah Russin
20,112 Bobby Gujral	9,556 James Marks	7,242 Daniel Orr	4,087 Stephen Bowen	2,596 Kwabena Antwi	1,275 Craig Strompf	634 Rielly Maher
19,614 Brody Maughan-Evanson	9,508 Francesca Veltri	7,205 William Parmeter	3,908 John Santosuosso	2,574 Kasali Kotun	1,257 Rana Shirer	622 Donald DeVoise
19,563 Mike Paragiou	9,332 Andrew Bishop	7,180 Meaghan Krecsko	3,844 Conor Markins	2,176 Veronica Coval	1,194 David Bilotti	546 Michael Birmingham
19,445 Jenny Kim	8,812 Brandon Summerton	7,146 Anthony Mazurkewicz	3,661 Carlo Buhay	2,134 Sokol Fazliu	1,156 David Wang	
19,249 Justin Adams	8,653 Mackenzie Burchett	7,058 Thor Leighton	3,566 Zachery Kertulis	2,118 Taurean Flournoy	1,120 Gregory Rudolph	
17,191 Reynolds Akuamoa	8,225 Matthew Conrad	7,012 Spencer Kozej	3,504 Toni-Ann Allen	2,027 Samuel Artzis	1,037 Patrick Knouse	
16,318 Joseph Tomanovich	7,995 Steven King	6,992 Britton Costa	3,427 Bruce Viaje	2,022 Stella Roznovan	1,036 Jovanie Scarlett	
16,197 Jeffrey Espinal	7,852 Carmen Pena Guedez	6,708 Taleb Jammoul Hajali	3,414 Michael Cirelli	1,970 Kingsley Hansen	1,033 Morgan Lobello	
15,911 Eric Thompson	7,786 Mark Bernsdorff	6,327 Joshua Jackson	3,407 Jake Yagjian	1,943 Johnny Ly	963 Randall Cook	
15,682 Clayton Slaughter	7,635 Chase Miller	6,245 David Carpenter	3,344 Christopher Hintz	1,899 Patrick Donovan	953 Armando Aiello	
13,798 Ryan Stenglein			3,322 Claude Hamilton	1,894 Jadelene Welty	892 Derek Johnson	
			3,163 Nicole Preston	1,887 Kade Beck	886 Jinelly Carvajal	

# SA/GA DIRECT CODE FIELD TRAINING BONUS

# SA/GA MONTHLY INCENTIVE BONUS

<b>1</b>  <b>MITZI HOLMES</b> \$7,252 Washington-Washington	<b>2</b>  <b>ERALD TOMORRI</b> \$6,704 AO	<b>3</b>  <b>JOSHUA BUTREY</b> \$6,337 S-S-Parks-Salvaggi	<b>4</b>  <b>MELISSA NGUYEN</b> \$5,575 Tommy Vena	<b>5</b>  <b>NICOLE BOLOGNESI</b> \$5,355 Theodore Pappas
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<b>1</b>  <b>FRANKO BILBILI</b> \$11,355 AO	<b>2</b>  <b>SALAU KHORRAMI</b> \$4,300 AO	<b>3</b>  <b>AARON EBEL</b> \$4,081 AO	<b>4</b>  <b>JEFFREY TILLMAN</b> \$2,938 S-S-Bendure-Hartwig	<b>5</b>  <b>DIRK DEVRIES</b> \$2,921 AO
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## FEBRUARY BONUS LEADERS | PAYOUT: \$389,936 | QUALIFIERS: 568

## FEBRUARY BONUS LEADERS | PAYOUT: \$216,927 | QUALIFIERS: 603

<b>\$ 7,252</b> Mitz Holmes	<b>\$ 1,838</b> Kambryn Holley	<b>\$ 1,363</b> Christopher Dragan	<b>\$ 1,054</b> Sedou Malembe	<b>\$ 744</b> James Hodges
<b>6,704</b> Erald Tomorri	<b>1,834</b> Daoud Naser	<b>1,357</b> Damará Amaral	<b>1,047</b> Brian Obrecht	<b>739</b> Nicholas Geyer
<b>6,337</b> Joshua Butrey	<b>1,803</b> Mohamed Aljahmi	<b>1,348</b> Alejandra Maldonado	<b>1,035</b> Eriannet Perez	<b>731</b> Rodrick Haase
<b>5,575</b> Melissa Nguyen	<b>1,797</b> Josiah Talton	<b>1,345</b> Jordan Hamrick	<b>1,018</b> Mitchell Mickovic	<b>725</b> Dirk Devries
<b>5,355</b> Nicole Bolognesi	<b>1,783</b> Drake Bauer	<b>1,345</b> Connor Koy	<b>1,011</b> Michael Hall	<b>721</b> Laura Neiter
<b>4,980</b> Gabriel Fernos	<b>1,772</b> Dane Nixon	<b>1,342</b> Alexis Mena	<b>990</b> Grant McCarthy	<b>710</b> Oriana Malave
<b>4,666</b> Ardian Gojcaj	<b>1,757</b> Adrion Robertson	<b>1,337</b> William Heilman	<b>982</b> Andrew Severson	<b>699</b> Ashley West
<b>4,286</b> Emily Klich	<b>1,751</b> Riche Haye	<b>1,334</b> Kais Mbuyi	<b>962</b> Sumarah	<b>697</b> Timothy Eaton
<b>4,171</b> Breyon Williams	<b>1,735</b> Courtney Weseman	<b>1,320</b> Kevin Beaver	<b>961</b> Montas-Brown	<b>697</b> Michael Locke
<b>4,156</b> Jacob Whitmarsh	<b>1,720</b> Crystal Langley	<b>1,313</b> Leonardo Vidoza	<b>961</b> Michele Faul	<b>696</b> Nikolla Lulgjuraj
<b>4,009</b> Sirley Cardona	<b>1,712</b> Dylan McKinney	<b>1,312</b> Jacob Carter	<b>957</b> Brennen Guerin	<b>690</b> Christian Gojcaj
<b>3,972</b> Mitchell Hambley	<b>1,695</b> Selina Maldonado	<b>1,303</b> Christina Pappas	<b>956</b> Marisone Navor	<b>687</b> Ashley Newman
<b>3,807</b> Ethan Tolbert	<b>1,691</b> Nicole Wright	<b>1,295</b> Rex Munsey	<b>939</b> Lorena Barriere	<b>676</b> James Plank
<b>3,741</b> Arthur Simpson	<b>1,680</b> Crystal Mekdarasack	<b>1,265</b> Brent Henderson	<b>938</b> Layne Szymanski	<b>673</b> Nathan Lawlor
<b>3,620</b> Montzer Alwatan	<b>1,642</b> Michael Valent	<b>1,237</b> Isaiah Banks	<b>935</b> Lawrence Lavarez	<b>664</b> Belinda Ward
<b>3,246</b> Kevin Musai	<b>1,636</b> Maurice Coleman	<b>1,232</b> Laura Kologenski	<b>926</b> Normaned Arocho	<b>664</b> Shahriar Mohammadi
<b>3,238</b> Jusem Hajali	<b>1,607</b> Joseph Seus	<b>1,228</b> Jacqueline Prieto	<b>909</b> Rochelle Magpantay	<b>662</b> Aaron Ebel
<b>3,119</b> Christopher Braun	<b>1,592</b> Humberto Romero	<b>1,220</b> Bryan Garcia	<b>909</b> Jacoby Barry	<b>660</b> Christy Anderson
<b>3,026</b> Deshaunte Longley	<b>1,587</b> Kyle Ocupe	<b>1,215</b> Ashley Mael	<b>909</b> Tod Bergler	<b>657</b> Daniel Lopez-Velasquez
<b>3,013</b> Ryan Cummings	<b>1,586</b> Donald Hollen	<b>1,204</b> Christina Solis	<b>887</b> Nicholas Triantafyllidis	<b>656</b> Samuel Marzula
<b>2,904</b> Jace Elerick	<b>1,583</b> David Gallagher	<b>1,204</b> Carlos Da Cruz	<b>882</b> Marcos Padilla	<b>653</b> Jenny Anderson
<b>2,788</b> Israel Atkins	<b>1,563</b> Peer Shmelzer	<b>1,195</b> Sandra Perez Espinal	<b>879</b> Mario Lozoya	<b>648</b> Ali Musa
<b>2,731</b> Blaine Fuller	<b>1,558</b> Jordan Jones	<b>1,191</b> Martin Correa Avila	<b>873</b> Sara Lantz	<b>647</b> Ariane Davis
<b>2,650</b> Damaris Trejo	<b>1,556</b> Eric Morris	<b>1,160</b> Caren Deanda	<b>868</b> Justin Neal	<b>647</b> Elijah Hill
<b>2,583</b> Matthew Sturgis	<b>1,530</b> Christina Babcock	<b>1,155</b> Alexis Langley	<b>868</b> Samantha Garcia	<b>639</b> Cheryl Hobbs
<b>2,554</b> Christopher Montoni	<b>1,500</b> Amber Gordon	<b>1,152</b> Luis Alvarez	<b>858</b> Michael Constant	<b>631</b> James Mathews
<b>2,480</b> Tammie Sullivan	<b>1,496</b> Rolando Robledo	<b>1,146</b> Joshua Shoemsmith	<b>853</b> Tabitha Sanders	<b>629</b> Timothy Foote
<b>2,436</b> Santino Ciocca	<b>1,490</b> Jamie Webster	<b>1,142</b> Kian Frost	<b>851</b> Alex Jankowski	<b>613</b> John Zalesky
<b>2,417</b> Logan Buckley	<b>1,478</b> Veronica Britos	<b>1,137</b> Jessica Yates	<b>846</b> Christina Konstanzer	<b>608</b> Jeffrey Tillman
<b>2,351</b> Zachariah Aparicio	<b>1,453</b> Desira Glenn	<b>1,130</b> Endy Suriel	<b>828</b> Chloe Boxall	<b>605</b> Paola Asaro Avila
<b>2,342</b> Agnieszka Kusper	<b>1,443</b> Devon Conway	<b>1,123</b> Justin Rydzial	<b>827</b> Franco Bilotti	<b>604</b> Dulce Paz
<b>2,313</b> Ivana Martin	<b>1,433</b> Alejandro Jardon	<b>1,110</b> Elvis Tinaj	<b>812</b> Torian Fields	<b>602</b> Cameron Taylor
<b>2,311</b> Zachary Marshall	<b>1,429</b> Garron Moffett	<b>1,098</b> Gregory Armstrong	<b>812</b> Haley Kolaczynski	<b>598</b> Glori Gold
<b>2,195</b> Noelia Chavez	<b>1,428</b> Yendy Avellanedá	<b>1,087</b> Patrick Keohane	<b>804</b> Lance Cobbs	<b>596</b> Kimberly Ramirez
<b>2,008</b> Zakaria Elgahmi	<b>1,425</b> Elmar Aslami	<b>1,080</b> Kaleb White	<b>793</b> Christian Shellum	<b>579</b> Aaron Greenspan
<b>1,984</b> Angel Marquez	<b>1,425</b> Valentina Caridad Ferrer	<b>1,073</b> Colin Desnoyers	<b>778</b> Ashlyn Lauderdale	<b>575</b> Jerome Bingham
<b>1,925</b> Thomas Hager	<b>1,411</b> Lisa Dohmen	<b>1,062</b> Taikendy Trinh	<b>765</b> Lawrence Serious	<b>571</b> Diego Demerath
<b>1,895</b> Miguel Serrano	<b>1,403</b> Jayme Valle	<b>1,058</b> Adam Middleton	<b>764</b> Patricia Cicerale	<b>568</b> Kayla Rademacher
<b>1,870</b> Samantha McComas	<b>1,386</b> Danielle Mulligan	<b>1,057</b> Jesse Weaver	<b>755</b> Taylor Moran	<b>568</b> William Curl
<b>1,850</b> Amanda Urdaneta	<b>1,383</b> Oscar Alvarez	<b>1,057</b> Julian Hicks	<b>747</b> Tyler Dubois	<b>564</b> Rubi Bahena
<b>1,846</b> Yoline Octave	<b>1,366</b> Griffin Parker			
<b>1,839</b> Nicholas Opacian				

<b>\$ 11,355</b> Franko Bilbili	<b>\$ 1,374</b> Justin Neal	<b>\$ 914</b> Magdalena Garneau	<b>\$ 736</b> Natalia Beltran Hernandez	<b>\$ 629</b> Jeffrey Lacerte	<b>\$ 544</b> Shahriar Mohammadi
<b>4,300</b> Salaur Khorrami	<b>1,356</b> Montzer Alwatan	<b>905</b> Steven Counts	<b>736</b> Gage Harrington	<b>627</b> Trentan Stamm	<b>540</b> Heather Valdes
<b>4,081</b> Aaron Ebel	<b>1,318</b> Kevin Musai	<b>893</b> Jeanneliza Solis	<b>724</b> Melissa Grieb	<b>624</b> Alyssa Duncan	<b>539</b> Wesley Scott
<b>2,938</b> Jeffrey Tillman	<b>1,316</b> Daoud Naser	<b>883</b> Jeffrey May	<b>717</b> Justin Malone	<b>620</b> Mario Soto	<b>539</b> Jared Robertson
<b>2,921</b> Dirk Devries	<b>1,300</b> Francesco Romano	<b>827</b> Billie Beverley	<b>707</b> Michael Scarborough	<b>619</b> Marquies Price	<b>535</b> Raheem Nubani
<b>2,315</b> Emily Buelow	<b>1,285</b> Nikolla Lulgjuraj	<b>809</b> Lindsay Staffieri	<b>677</b> Woodrow Kincaid	<b>614</b> Kerly Salazar	<b>533</b> Erald Tomorri
<b>2,255</b> Evan Pinkerton	<b>1,273</b> Ryain Lee	<b>807</b> Tyler McKnight	<b>675</b> Sean Henry	<b>606</b> Seamus Higley	<b>533</b> Brad Toyama
<b>2,196</b> Emily Klich	<b>1,260</b> Michael Valent	<b>800</b> Connor Koy	<b>674</b> Amanda Fox	<b>603</b> Patrick Locke	<b>529</b> Caren Deanda
<b>2,182</b> Connor O'Donnell	<b>1,186</b> Diana Blash	<b>796</b> Timipre Barigha	<b>661</b> Asante Jackson	<b>598</b> Michele Faul	<b>524</b> Diego Sucre Hernandez
<b>1,772</b> Damaris Trejo	<b>1,121</b> Susan Quassani	<b>792</b> James Hodges	<b>653</b> Arrianna Reyes-Suarez	<b>581</b> John Zalesky	<b>522</b> Phillip Peavey
<b>1,651</b> Kevin Beaver	<b>1,091</b> Ethan Tolbert	<b>790</b> Daniel Rock	<b>649</b> Christian Gojcaj	<b>580</b> Joanna Rowland	<b>521</b> Brenna Behan
<b>1,558</b> Samir Beydoun	<b>1,080</b> Ryan Vance	<b>789</b> Bradley Blumenshine	<b>644</b> Danial Arif	<b>570</b> Sasha Oakes	<b>515</b> Mathew Kahwaji
<b>1,524</b> Panaris Bregu	<b>1,079</b> David Gallagher	<b>786</b> John Wasserman	<b>644</b> Leonard Pedroso	<b>566</b> Jonathan Ojendi	<b>509</b> Nathan Labranche
<b>1,514</b> Roger Fredericks	<b>1,070</b> Andrew Bogeas	<b>780</b> Jordan Hamrick	<b>643</b> Taylor Phillips	<b>566</b> Juneth Zambrano	<b>507</b> Michael Conner
<b>1,460</b> Ladan Rahbary	<b>1,048</b> Joseph Sciria	<b>775</b> Zachary Marshall	<b>639</b> Juneth Zambrano	<b>560</b> Cross Stepowski	<b>507</b> Nathaniel Magda
<b>1,456</b> Christina Konstanzer	<b>1,046</b> Vanessa Rodriguez	<b>767</b> Robin Collier	<b>639</b> De Grasso	<b>556</b> Christine LaGambina	<b>505</b> Patrick Keohane
<b>1,431</b> Ian Pickett	<b>1,025</b> Luis Holguin-Juarez	<b>757</b> Ryan Cummings	<b>637</b> Mitchell Mickovic	<b>556</b> Christina Salvatore	<b>501</b> Bradley Christiansen
<b>1,430</b> Silas Merkel	<b>1,018</b> Troy Henderson	<b>757</b> Ashley Charriere	<b>635</b> Vania Noriega	<b>553</b> William Curl	
<b>1,430</b> Jessica Yates	<b>980</b> Nicholas Beyer	<b>739</b> Braeden Gilbert	<b>633</b> Paige Schaub	<b>550</b> Nicholas Geyer	
<b>1,425</b> Christopher Rives	<b>976</b> Kurt Evans				
<b>1,384</b> Jensen Symonds	<b>932</b> Pablo Castro Gaulet				

# 8 BONUS TOTAL: \$6,623,605

<b>WORLD'S GREATEST</b> \$2,652,439	<b>LEADERSHIP</b> \$2,025,153	<b>RGA LEADERSHIP</b> \$1,038,415	<b>RGA 10% ROOK MGA</b> \$65,872	<b>SA/GA TRAINING</b> \$389,936	<b>SA/GA INCENTIVE</b> \$216,927	<b>DIRECT VIP</b> \$135,000	<b>REINSTATEMENT</b> \$99,863
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

# FOUNDERS CLUB

February Qualifiers—  
Outstanding Producers:



**Daniel Paravisini**

AO  
5 Qualifications  
\$582,425 Net ALP  
93.3 RET



**Michael van Delft**

Satti-Kanaan-Wheeler  
28 Qualifications  
\$122,368 Net ALP  
82.8 RET



**Austin Rockall**

AO  
2 Qualifications  
\$99,817 Net ALP  
81.2 RET



**Yolette Mompoin**

Tom Williams  
6 Qualifications  
\$72,315 Net ALP  
80.1 RET



**Phi Phan**

Desi Dimitrova  
3 Qualifications  
\$147,518 Net ALP  
87.4 RET



**Nikolla Lulgjuraj**

AO  
4 Qualifications  
\$106,799 Net ALP  
89.8 RET



**Matthew Zang**

AO  
6 Qualifications  
\$86,097 Net ALP  
82.1 RET



**Kurt Evans**

Joshua West  
3 Qualifications  
\$71,776 Net ALP  
92.8 RET



**Alexandra Longo**

Hart-Lewicki  
4 Qualifications  
\$124,790 Net ALP  
85.5 RET



**Sarah Saleim**

AO  
3 Qualifications  
\$105,907 Net ALP  
97.4 RET



**Andrew Brown**

AO  
2 Qualifications  
\$81,594 Net ALP  
88.6 RET



**Oscar Gastelum**

Cindy Furer  
3 Qualifications  
\$64,547 Net ALP  
85.9 RET

# SGA Diamond D VIP Award

## FEBRUARY LEADERS



**Theodore Pappas**  
16% increase in VIPs



**Brett Gryska**  
29% increase in VIPs



**Jesus Romero**  
37% increase in VIPs



**Philip Prata**  
24% increase in VIPs



**Giddens-Giddens**  
12% increase in VIPs



**Tiffany Wagner**  
30% increase in VIPs



**Chalom-Chalom**  
43% increase in VIPs



**Steve Friedlander**  
200% increase in VIPs



**Michael Musso**  
21% increase in VIPs



**Washington-Washington**  
23% increase in VIPs



**Brian Wilson**  
8% increase in VIPs



**Adel Al Choufi Naim**  
88% increase in VIPs



**AO-Stenglein**  
25% increase in VIPs



**DIAMOND D VIP AWARD** — Each year, the Company will recognize the Top SGA in each category for the highest percentage of increase in total VIPs. The evaluation is tied to increase in VIPs year over year as a percentage of total codes.

# MILLION DOLLAR CLUB

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



**Damaris Trejo**  
Sabrina Lloyd  
Contracted 6/5/21  
Qualified 2/28/23  
\$1,011,189 Net ALP

TPC

## DIRECTORS OF THE MONTH



Leaders growing leaders

### VP of the Month



**Bob Olson**

Bob had 29.02% growth over February 2022.

### Sales Director of the Month



**Jamie Winters**

Jamie had 52.85% growth over February 2022.

### PR Director of the Month



**Stephanie Baumann**

Stephanie met 120.31% of Objective during February 2023.

# NOTHING OUT OF REACH



**David Zophin**

President  
American Income Life &  
National Income Life Divisions

Our SGA body is the hardest working bunch of people I know, and I realize that's saying a lot. The name of the game they all want to win is GROWTH but achieving that seemingly simple goal requires that an organization be firing on all cylinders not just some of the time, but all of the time, consistently. Many of our SGA offices had an exemplary year. And even though so many of these high-performing offices deserve accolades, AO nabbed top honors as our 2022 Organization of the Year.

And let me tell you, it's an honor that's well-deserved.

If you look at AO on paper, you'd agree their numbers are impressive. Great production, cross-country expansion, extensive recruiting ... but AO is so much more than just numbers. It's an organization that doesn't believe in

limits or in the unattainable. It's an organization that has always aspired to excellence. They have built an amazing culture that fosters positivity, encourages advancement, and never settles for anything less than a top-notch performance.

They truly are a shining example for us all, and we are appreciative of all they do for this Company.

I want to thank AO not only for another great year – and for what that means for our PR team and field force, for our customers, and for AIL-NILICO as a whole – but for making the impossible, possible. For arriving at heights we thought could not be achieved. For their feats we once thought were unattainable. And for showing us that nothing is out of reach. Thank you for leading the way in showing us what we all can achieve.

I hope everyone reading this takes a moment to reflect on what AO accomplished this past year. I want everyone to understand fully that this Agency has given us all proof of what we can do when we commit ourselves to something great. I want everyone to

look at what they've done and think, *I'm going to do that, too.*

If you think reaching AO status is out of the question, then your fate is already sealed. Your future has already been decided. And that's because you are the one who ultimately decides how successful you'll be. Whether you're an SGA, an agent, or a member of our PR team, your destiny is completely and totally in your hands. Make sure your ambition matches your vision.

If you don't believe me, just ask anyone who is a part of the AO organization. Ask about their culture, their everyday practices, and their attitude. Then go ahead and ask directly if their success is a result of grand visions and a great work ethic. I guarantee the answer will be yes, and I hope you take that answer to heart. Then set out with your own grand visions and get to work!

Congratulations to AO and their incredible performance throughout 2022. I hope their ambition, their commitment, and their hard work as an organization inspire us all to follow in their footsteps and make the impossible, possible. 🙌



**Allife.com**  
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Waco, TX 76710

# FEBRUARY TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE  
PRODUCER**

**NICHOLAS  
LLEWELLYN**  
\$29,416 NET ALP



**VETERAN  
PRODUCER**

**JOSHUA DISHONG**  
\$73,077 NET ALP



**SA**

**MONTZER ALWATAN**  
\$36,836 1ST 6 MONTHS



**GA**

**MOHAMED ALJAHMI**  
\$56,645 1ST 6 MONTHS



**MGA  
CATEGORY IV**

**TALEB JAMMOUL  
HAJALI**  
129.8% GROWTH



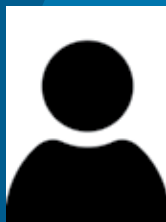
**MGA  
CATEGORY IV**

**GIOVANNI VACCA**  
119.8% GROWTH



**RGA  
CATEGORY III**

**ZACH OTTO**  
90.5% GROWTH



**RGA  
CATEGORY III**

**DAVID QUEVILLON**  
79.1% GROWTH



**PR REP  
CATEGORY II**

**CHUCK HILL**  
6,694 CARDS



**SGA  
CATEGORY IV**

**DARCY SCHRIEBER**  
112.6% OBJECTIVE



**SGA  
CATEGORY II**

**MATHEW HART**  
103.8% OBJECTIVE